

THE NATIONAL Provisioner

THE MAGAZINE OF THE

Volume 94

Meat Packing and Allied Industries

Number 7

FEBRUARY 15, 1936



An Easter dress **BUILDS EASTER PROFITS**

HOUSEWIVES want menu ideas. Ham is a good menu idea for Easter. *How can you get the housewife's attention—and sell her an Easter ham?*

A very good way is to catch her eye and remind her while she's in the store and ready to buy.

Your quality hams done up in sparkling Cellophane transparent wrapping, attractively printed with Easter designs, are bound to get attention from shoppers.

Dealers are sure to display hams in these handsome wraps . . . they know from past experience how fast they sell.

IDEAS FOR EASTER PACKAGES

Our Field Representatives will be happy to assist you in planning special wraps. No obligation. Just write: Du Pont Cellophane Company, Inc., Empire State Building, New York City.

Cellophane
TRADE MARK
"Cellophane" is the registered trade-mark of the Du Pont Cellophane Co., Inc.



ELIMINATE AIR POCKETS



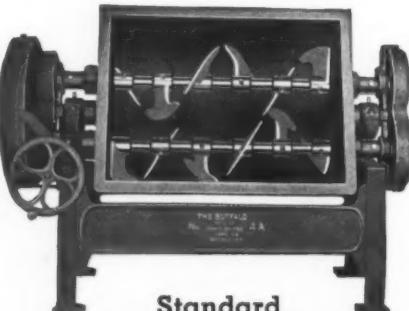
BY
VACUUM
MIXING

The development of the new "BUFFALO" Vacuum Mixer now enables canners of luncheon meats, ham sausage and other

specialties to take air out of the meat by placing the meat under vacuum during the mixing operation.

The success of this method of eliminating air pockets has been tested and proven by a growing number of packer meat canners. This machine has an air tight cover, with top and sides rigidly braced. Capable of a 28" vacuum.

Made in all sizes. Write for full details and prices.



Standard
"BUFFALO" MIXER

(Made in 6 sizes. Cap. 75—1500 lb.)

has scientifically arranged mixing paddles which thoroughly mix the cure or spices into every particle of the meat, insuring a uniform, tasty product. Center tilting hopper. Extremely rugged construction.

JOHN E. SMITH'S SONS CO.

50 BROADWAY, BUFFALO, N. Y., U. S. A.

CHICAGO OFFICE: 11 Dexter Park Ave., Union Stock Yards,
Phone Boulevard 9020

WESTERN OFFICE: 2407 South Main St., Los Angeles, Calif.

NEW YORK OFFICE: 260 Troutman St., Brooklyn, N. Y.

Phone Pulaski 5-4664

CANADIAN OFFICE: 189 Church Street, Toronto, Ontario

B U F F A L O

QUALITY SAUSAGE MAKING EQUIPMENT

THERE ARE TWO "MARKETS" FOR SAUSAGE



"Judith O'Grady"

"Judith O'Grady" and "The Colonel's Lady" may be "sisters under the skin," but their ability to buy the things you make are as far apart as the poles! Tonnage alone, without profits, pays no dividends, as we all know. So we suggest here as a *plus* business, a *second market*: in super-quality sausage.



"The Colonel's Lady"

It is not only "rich people" who buy good things to eat; there are thousands of families in moderate circumstances who insist on supreme quality in food products. TRANSPARENT PACKAGE COMPANY, working with many quality manufacturers, has proved that the potential market for Grade "A" Bologna products is surprisingly large.



—a Quantity Market but without Profit!

Did you ever stop to consider that there is no bottom to bad quality, and no bottom to low prices? Do you realize that competing on a price basis alone, you are often competing with concerns who do not know their costs, with concerns without a tradition to maintain and with the lowest standards? Maybe you must compete in this market in order to get volume and to dispose of certain raw materials; but truly, it takes a miracle-worker to end up with even a fraction of a percent profit in this field. That is why we urge the industry to remember that there is a *second market* available, in which real profits are possible.

TRANSPARENT PACKAGE COMPANY
1019-1025 WEST 35th STREET, CHICAGO, ILLINOIS

*and it takes
TWO KINDS
of Products to
Supply the Demand*

The big market for quality sausage is today **INVISIBLE!** If, as recently reported in *The Provisioner*, 29 women out of 30 have stopped buying sausage because of doubt as to the quality offered, here we believe, is the clue for sales expansion. There are "particular people" who buy good cuts of meat, Grade "A" milk, the best in butter, eggs and other food products who can be influenced by manufacturers of vision and enterprise to buy delectable sausage products of *guaranteed quality*.

Whether pork trimmings are 20c or 10c, there is always someone ready to cut prices and adulterate quality to a point where profits crash to zero. The solution, as we see it, is to recognize that there are **TWO DISTINCT AND DIFFERENT** types of consumers in your territory and to be prepared to supply not only products which meet *price* competition, but also products which compete on a *quality* basis.



"TEE-PAK" CASINGS HELP YOU BUILD PROFITS AND GOOD WILL

The formula for successful sausage merchandising under today's conditions is really simple: for *plus* volume and *real* profits market a line of top-quality sausage for those who will not, under any circumstances, buy inferior sausage. Put your brand name on it. Put real salesmanship and promotional efforts back of this brand. In the store signs displayed at the point of sale, tell the housewives the quality that you have put into your brand and the quality guarantee back of it. Impress and enthuse your dealers to go after the great "invisible" market of women who do not buy sausage. "TEE-PAK" representatives are trained merchandising experts, well prepared to aid you in working out plans like these. If desired, write us for any help that we can give you.

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PAUL I. ALDRICH
President and Editor

E. O. H. CILLIS
Vice Pres. and Treasurer

FRANK N. DAVIS
Vice Pres. and Mgr. Adv. Sales

Executive and Editorial
Offices

407 South Dearborn Street,
Chicago, Illinois

Eastern Office
300 Madison Avenue,
New York, N. Y.

Pacific Coast Office
1031 So. Broadway,
Los Angeles, Calif.

NORMAN C. NOURSE
Manager

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Daily Market Service (Mail and Wire)

"THE NATIONAL PROVISIONER
DAILY MARKET SERVICE" reports
daily market transactions and
prices on provisions, lard, tal-
lows and greases, sausage ma-
terials, hides, cottonseed oil,
Chicago hog markets, etc.

For information on rates and
service address The National
Provisioner Daily Market Serv-
ice, 407 S. Dearborn St., Chicago.

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Here is the way to be temperature safe

Safe temperatures . . . the prime requirement in the refrigerated truck . . . are maintained when Dry-Zero Insulation is used. Its high insulation efficiency, plus its permanence, provide a surplus margin of safety for the life of the truck.

MAKE sure that the insulation in your truck has maximum efficiency. It must have not only a high, but a permanently high, insulation rating, to save refrigeration and keep out heat. It must be light in weight, to keep down dead-weight. It must be permanent, to provide ample insulation for the entire life of the truck.

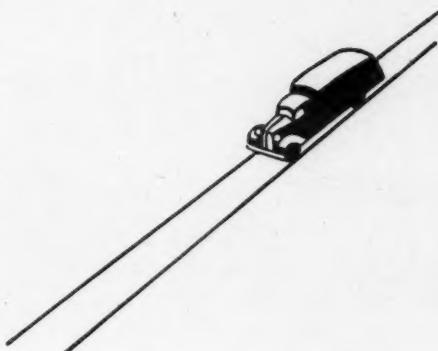
You are sure of getting these requirements when you specify Dry-Zero Insulation. That is why it is used in an increasing number of trucks ever year.

Truck body engineers have approved and specified Dry-Zero Insulation not only for meat trucks, but for every type of perishable hauled. Bakery goods, flowers, ice cream, fish and milk are only a few of the highly perishable products protected with this lightweight, permanent insulation. It is used in electric and ice refrigerators and refrigerated display cases. These facts are proof of its quality.

Operators of both refrigerated and unrefrigerated trucks have found that Dry-Zero Insulation is the right answer to complete, permanent insulation.

Builders of truck and trailer bodies have proven the value of Dry-Zero Insulation by repeated tests and use. That is why they recommend it.

Find out about the value of using Dry-Zero Insulation in your own trucks. Let a Dry-Zero engineer help you solve your insulation problem. Write for a copy of the Truck Insulation Book.



EFFICIENCY. Fergus Co-Operative Packing Company, Fergus Falls, Minn., used Dry-Zero Insulation in this truck to secure maximum refrigeration efficiency. Body constructed by Bjorklund Manufacturing Company, Fergus Falls.

- Insulation rating 24. B t. u.
- Gives maximum insulation
- Saves refrigeration costs
- Weighs only 2 oz. per board foot
- Saves dead-weight

- Increases payload capacity
- Immune from rot
- Does not settle or disintegrate
- Never molds or develops odors
- Gives permanent protection

DRY-ZERO
REG. U. S. PAT. OFF.
THE MOST EFFICIENT
COMMERCIAL INSULANT KNOWN

DRY-ZERO CORPORATION

222 North Bank Drive, Chicago
687 Broadview Avenue, Toronto

FROM WICHITA TO LOS ANGELES GOES THE RED ARROW

... non-stop ... through the Mohave Desert ... on GENERALS



THE Red Arrow Motor Transport Company, Wichita, Kansas, sends its large refrigerated trucks on a round trip from Wichita to Los Angeles every 10 days. Loads consist mostly of fresh meats from Wichita packing houses, although the company also has a line of trucks hauling L. C. L. merchandise.



THE GENERAL HEAVY DUTY HIGHWAY BALLOON is built for speed and long haul work. It is only one of the complete line of Generals—each designed and built specifically to do a certain job better.

3 REASONS WHY GENERALS ARE MORE PROFITABLE TO YOU:

1. Generals are stronger tires—additional full-width plies of powerful cord are anchored bead to bead—with no "idle" plies—no floating breaker-strips.
2. Generals are cooler tires—they flex uniformly without that heat-producing "hinging action" of ordinary breaker-strip tires.
3. Generals have "compact rubber" treads—their construction keeps the tread rubber compact and compressed so that it wears slowly and gives more miles.

FREE this valuable booklet on how to get more service from your truck tires. Write to The General Tire & Rubber Co., Akron, O.



These trucks never stop from the time they leave their starting point until they reach their destination. The tires are not cooled—nothing is done to them on their way and they must pass through the Mohave Desert before arriving in Los Angeles. Mr. Shirer, manager, says he is so well pleased with the service he gets from his General Tires that he has had his entire fleet equipped with them.

General Tire dealers are practical truck tire men with wide experience and accurate knowledge in fitting the right type and size of tire to every job. They have the most complete, most highly specialized line of truck tires in the business. This combination is worth real money to you. Call in the General Tire dealer and let him prove these statements.

GENERAL TRUCK TIRES

Carrier

COLD DIFFUSERS

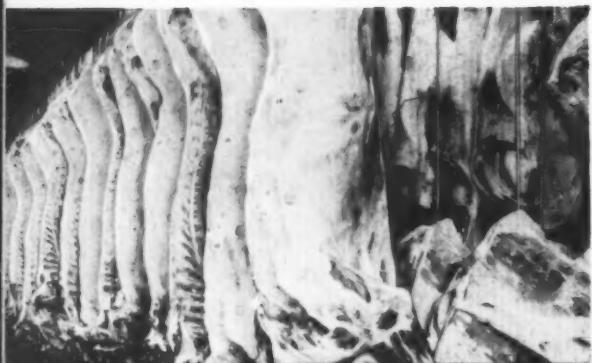
*meat gets firm quicker
souring eliminated
only 1 day in chill room*

Carrier

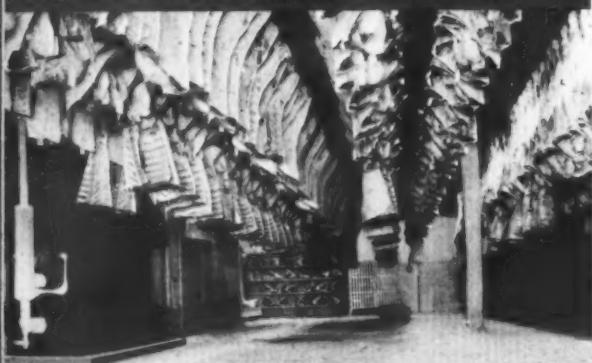
COLD DIFFUSERS

Also used in Holding and Offal Rooms—

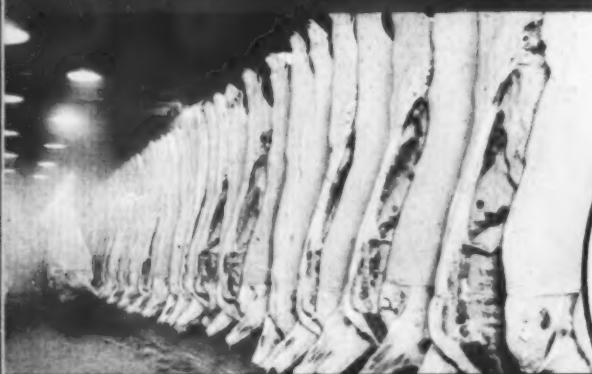
Prove the Modern Method of Refrigeration



SOME OF THE BEEF in this holding room has been there for 2 months. Other pieces are but a day or two old. Kept at 36° F. at all times by a Carrier Cold Diffuser, spray type.



ANOTHER VIEW of the holding room at Chieffetz & Greenberg, Brooklyn, N. Y. showing Carrier Cold Diffuser at left. No need to worry about spoilage or shrinkage here.



CHILL ROOM looking away from the Carrier Cold Diffusers to the far end of the room. This is an unretouched photograph, yet note the absence of dense fog. And the beef was only from 20 minutes to 1 hour old when picture was snapped. Room held at 36° F. No matter where you stand you feel gentle air motion. There are no "dead spots" where Carrier Cold Diffusers do the chilling.

WHEN Chieffetz & Greenberg, Brooklyn, N. Y., were planning their new abattoir they searched the refrigeration market with a fine tooth comb. Carrier was finally selected and Carrier engineers were called in to work with the architect and engineer on the job.

This was done to assure the proper balancing of the air distribution units with the refrigeration machines, making for ideal working conditions and economical operation of the plant.

The Carrier equipment has been in operation for more than a year and is functioning perfectly. The owners are extremely well pleased with the results. In place of the old pipe coils which fog up the chill room so that you can hardly see when fresh-killed beef is first put in, the complete, positive air motion furnished by the Carrier Cold Diffusers keeps the air practically free from fog (see photo at left).

There is no sweating of ceiling or walls, no dripping on meat hung

in cooler, no spotty air circulation—souring is eliminated. None of the usual defrosting troubles. Less refrigeration does more, at the minimum cost of operation, with the minimum amount of maintenance. It's been proved again—Carrier Cold Diffusers are the modern method of refrigeration.

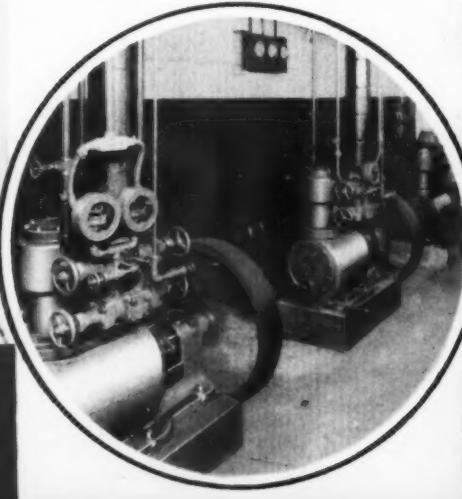
Although this building was built to Carrier specifications Carrier Cold Diffusers can do a thoroughly reliable job in old buildings too. And remember this, Carrier Low Temperature Produce Conditioning is more than just refrigeration. It is desired humidity plus desired temperature plus controlled air circulation, and air purity (no mould).

Find out how Carrier Low Temperature Product Conditioning by the Cold Diffusion method can give you a greater margin of profit, a superior brand of refrigeration, improved working conditions, improved products. Send for our Bulletin "Low Temperature Product Conditioning."

Carrier Engineering Corporation

HOME OFFICE: 850 FRELINGHUYSEN AVENUE, NEWARK, N. J.

BATTERY OF 3 Carrier automatic ammonia compressors furnish refrigeration for the 3 Carrier Cold Diffusers. They see to it that temperature is maintained at the proper level at all times.



OFFAL ROOM showing Carrier Cold Diffuser at ceiling line, keeping temperature at 36° F. without sweating walls or ceiling. As many as 1,000 western cattle are killed a day in this modern abattoir.

Quality

LIKE CHARACTER IS INDISPENSABLE FOR LASTING ACCEPTANCE



WILSON PURE FOOD GELATINE,
THE STANDARD OF THE INDUSTRY

4100 SOUTH ASHLAND • CHICAGO, ILL.



ALWAYS ON THE GO

*and
going places*

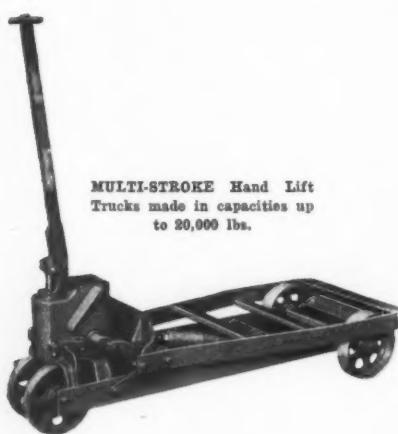
TRADE MARK **YALE TRUCKS**

Every operation of your YALE Truck System adds its quota to swifter, smoother production.

Raw materials are transported to machines, where they become parts; from machines to assembly where they become finished product; from assembly to shipping whence they are speeded to their destinations — every shipment a tribute to the quality, efficiency and dependability of YOUR service to YOUR customers.

Modernize your materials handling methods with a YALE Truck and Skid Platform System. At your request (and without the slightest cost or obligation) a YALE Representative will survey your plant and give you a report that is sure to open your eyes to economies you may not have believed possible.

MULTI-STROKE Hand Lift Trucks made in capacities up to 20,000 lbs.



The "RED STREAK" Single Stroke Hand Lift, 3,500 lbs. capacity.



The "BLUE STREAK" Single Stroke Hand Lift Truck, 2,500 lbs. capacity.



The Yale Standard Steel-Bound Bolted Type Skid Platform.



THE YALE & TOWNE MFG. CO.
PHILADELPHIA DIVISION, PHILADELPHIA, PA., U. S. A.



.. . THE SOLUTION

of the refrigeration power problem
FOR TRUCK OR TRAILER, IN TRANSIT OR AT TERMINALS
... and at vastly lower cost!

One of the serious matters confronting your organization is the continuous loss incurred through change in grade, shrinkage, deterioration of meats in refrigerated trucks. We have the solution. It has stood three full years of test in practical use. It completely eliminates fluctuating temperature. It is applicable in connection with any electrical re-

A constant voltage (115 volt) variable speed D.C. generator is driven by a special Timken bearing equipped power take-off direct from the truck transmission through Spicer double universal joints and splined shaft. Generator mountings are furnished for every make and model of truck and trailer. * Dual motor for driving refrigeration compressor combines in one housing a 115-volt direct current motor to match the characteristics of the direct current supply generator, and a 110/220 volt single phase A.C. motor to operate from the power circuit at the terminal, both ends of the motor being thermostatically controlled for constant truck body temperatures.

ADVANTAGES

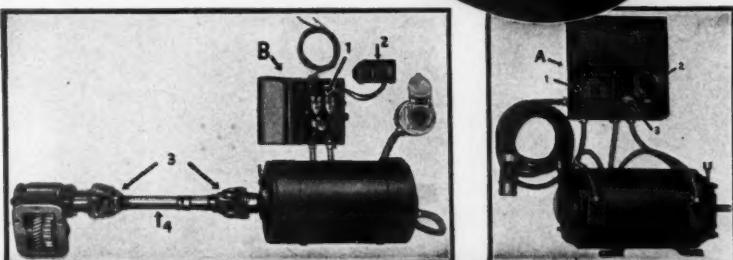
- 1 Constantly maintains any predetermined temperature regardless of time, stops, distance!
- 2 Economy — Extremely low operating cost permitting rapid amortization, in spite of long operation life.
- 3 Elimination of losses due to deterioration, shrinkage or change of grade of perishables.
- 4 Entire weight of refrigerating plant (compressor and coils) plus the Century-Whitaker-Upp System is but a few hundred pounds.

NOTE—We supply the complete Power System only. You use any standard truck type compressor and cooling coils.

frigeration systems, and entirely automatic. Moderate first cost, quick amortization, low operating and upkeep cost, plus greater payload space and dependable performance, all combine to assure immediate and lasting savings. Century Electric Co., 1806 Pine St., St. Louis, Mo., Makers of CENTURY Motors and Fans.

Complete electrical accessories and controls are furnished with each system:

- A. Control cabinet containing (1) overload relays for both A.C. and D.C. halves of motor. (2) A.C. plug and receptacle. (3) A.C.-D.C. change-over-switch plus all wiring (in conduit).
- B. (1) Heavy duty contactor relay. (2) Ammeter. (3) Two universal joints. (4) Splined shaft. (5) Specially designed power take-off.



INVESTIGATE!

CENTURY ELECTRIC CO.,
 1806 Pine St., St. Louis, Mo.

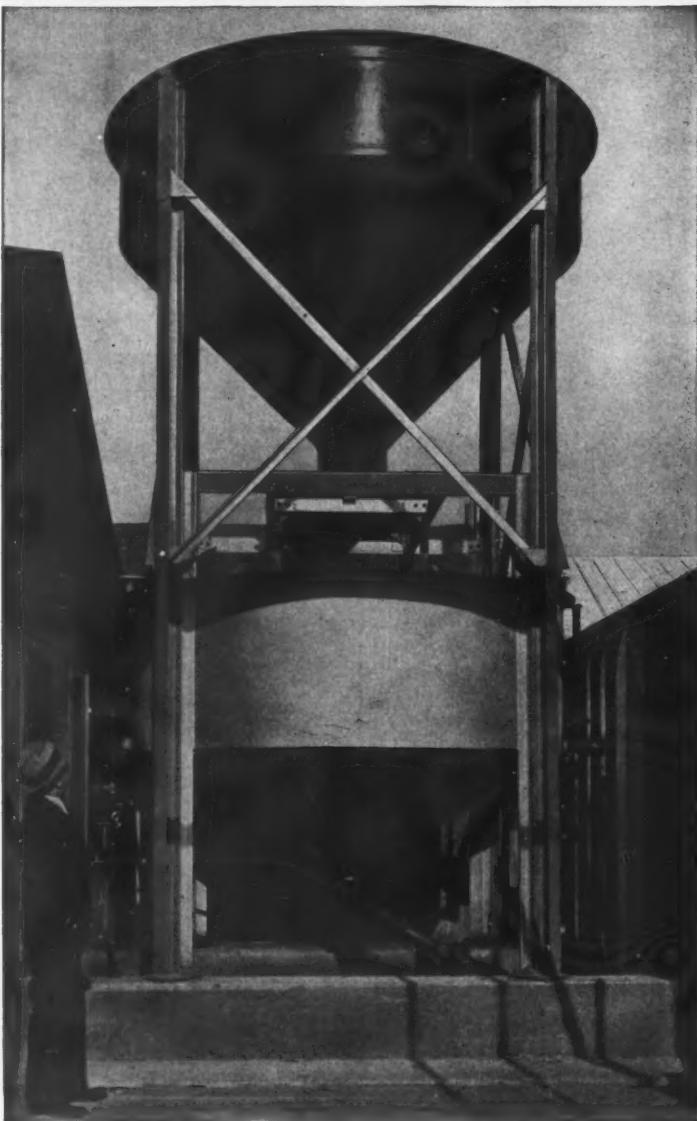
Send full information to:

Name.....

Company.....

Address.....

PURE CLEAR BRINE



Another Successful Installation. The Lixate* Process in the Southern Shell Fish Company, Harvey, La., produces brine to be used in packing shrimps. This photograph was taken before completion of the building which was erected especially to house the Lixate Process installation.

*produced
automatically
with three-way
economy*

The LIXATE Process for Making Brine has proved its cost-saving features in many successful installations. In packing plants, it assures three-fold savings wherever brine is used. With its automatic feed, it provides economy in handling salt. It works night and day without attention, to effect profit-making savings in the cost of brine production. Complete installations by International in many packing plants have made worth while reductions in the cost of handling brine. Lixate brine, piped to any part of your plant, is available at the turn of a valve.

International's staff of experienced sales engineers has solved problems about the use of brine for other industries as well as for meat packers. It can do the same for you. If you have problems about the use of brine, consult International. For advance, detailed, information about the Lixate Process, write for the Lixate Book. It is sent free on request.

*Reg. U. S. Pat. Off.

INTERNATIONAL SALT CO., INC.

GENERAL OFFICES—SCRANTON, PA., and NEW YORK CITY

SALES OFFICES: Buffalo, N. Y. • Philadelphia, Pa. • Boston, Mass. • Baltimore, Md. • Pittsburgh, Pa. • Newark, N. J. New York, N. Y. • Richmond, Va. • Atlanta, Ga. • New Orleans, La. • Cincinnati, Ohio • St. Louis, Mo. REFINERIES: Watkins Glen, N. Y. • Ludlowville, N. Y. • Avery Island, La. MINES: Roscoe, N. Y. • Detroit, Mich. • Avery Island, La.



Report of Shipment of Turkeys

CONDITION ON ARRIVAL NEW YORK: *Excellent*

HOW PACKED: *Crates lined with Patapar*

REMARKS: *Birds unusually fresh — shapely*

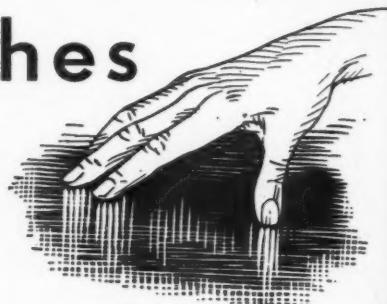
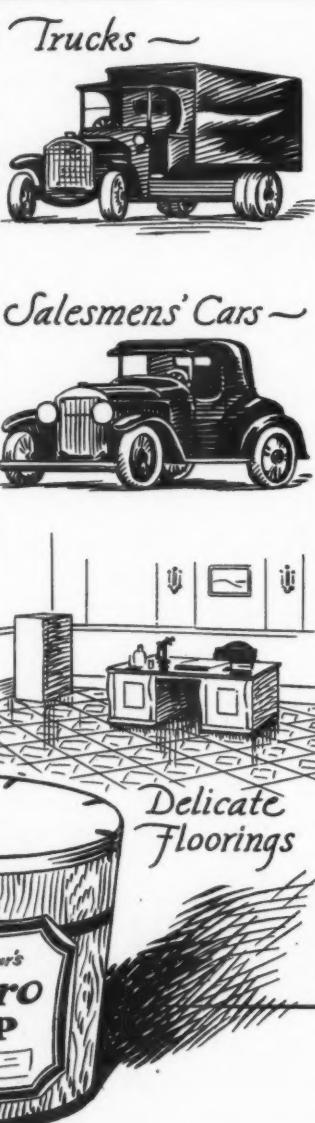
These are typical of the comments being made about shipments that have been protected by Patapar. As a result of this modern method of packing, turkeys and other kinds of poultry are arriving in finer condition than ever before. There is less bruising, less spoilage, fewer complaints. • Patapar is both insoluble and grease-proof. It gives complete protection and assures a safe arrival. Also, the Patapar lends a note of quality and beauty. It can be printed in bright colors and striking designs that will give your product an extra sales appeal. • If you are interested in the safe arrival of your poultry shipments, send for samples of Patapar and let us arrange to quote you prices.

*Paterson Parchment Paper Company,
Bristol, Pennsylvania. Sales Branches:
74 Rincon Street, San Francisco;
111 West Washington Street, Chicago;
120 Broadway, New York.*

Patapar
THE POPULAR NAME FOR PATERSON VEGETABLE PARCHMENT

This is the way to SAVE THE SURFACE on Fine Finishes

Use LUSTRO SOAP on fine finishes. It is a pure neutral soap, harmless to the most delicate surfaces. LUSTRO SOAP is universally used because it *really cleans* fine finishes without the slightest damage.



FINE FINISHES REQUIRE AN
INVESTMENT—PROTECT IT

Remember that fine finishes cost money to produce. They are an investment worth protecting. Improper cleansing methods with harsh soaps will damage delicate surfaces quicker than the hard wear of everyday use. It will pay you to supply your washers and cleaners with LUSTRO SOAP which is guaranteed by the makers to be pure, harmless and efficient.

ARMOUR AND COMPANY • *Industrial Soap Division* • 1355 W. 31st ST., CHICAGO, ILL.

LUSTRO SOAP

THE NATIONAL Provisioner

Volume 94

THE MAGAZINE OF THE

Number 7

Meat Packing and Allied Industries

FEBRUARY 15, 1936

VACUUMING *Canned* MEATS

● Relative Merits of Different Methods Used in Meat Plants

By L. A. WEINER.*

NEED FOR A VACUUM in hermetically sealed containers of canned foods has long been recognized. First records of a vacuum being produced in canned foods dates to the work of the French confectioner, Nicholas Appert, who is credited with being the originator of modern food canning methods.

In his work Appert discovered a vacuum could be produced by heating food material in container at boiling water temperature, so that the steam vapor arising from the heated food would partially exclude air above surface of product.

In 1810, after repeated attempts and failures, Appert learned that by hermetically sealing a container under these conditions a partial vacuum could be produced in

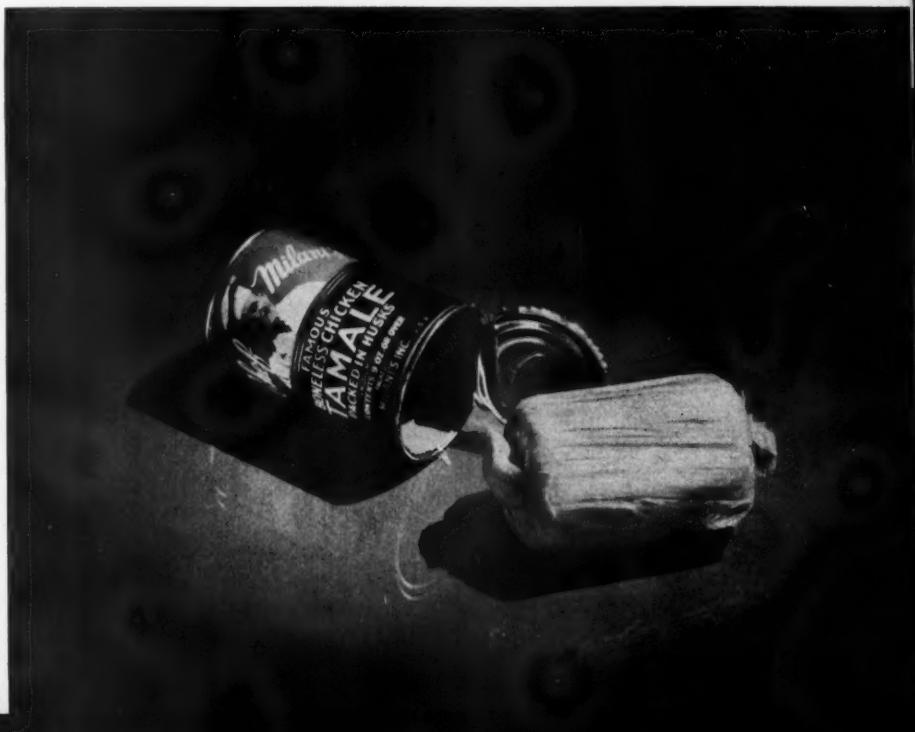
cooled container. Basic principles of producing a vacuum in canned foods were thus established.

Prevents Discoloration

Benefits of a vacuum in canned meats as a means of preventing surface discoloration of product and of container are well known to meat canners. By proper vacuumizing, sides and ends of finished package are drawn in, tending to compress and firm the meat. The added sales advantage of producing a vacuum in canned meats cannot be

HOUSEWIFE COULDN'T DO A BETTER JOB.

Adequate vacuum and enameled lined cans are a sure cure for canned meat discoloration. Canned meat consumption is increasing because high quality product, attractively prepared and well merchandised, is becoming the rule.



*Research department American Can Co. Paper read before Meat Section at annual convention of National Canners Association.

overlooked, since consumers have become educated to consider concave appearance of can as evidence of a sound product.

Presence of a vacuum in canned meats is also a protection against early formation of hydrogen springers, often encountered in some types of canned meats. Exclusion of air or oxygen from the container tends to inhibit chemical reaction between product and metal of container. This inhibitive effect, together with fact that vacuum in can must be dissipated before flippers or hydrogen springers develop, adds to merchantable life of canned meats.

Early meat packers obtained a vacuum by a method known as "brogueing." This consisted of heating sealed cans for a period of time to expand air entrapped. Cans were then punctured and air allowed to escape. Resealing of containers was accomplished by soldering vent-hole before contents of the can cooled and contracted sufficiently to draw in air from atmosphere. The practice of brogueing soon fell into disfavor since it necessitated heavy filling of cans to compensate for loss in weight occurring during venting.

It was also found that tip-leaks occurred, due to difficulty encountered in tipping vent-holes bathed in greasy meat juices. Another disadvantage was that containers, especially larger ones, were often severely strained by pressure generated in cans before venting and resealing. Although brogueing canned meats is no longer in general use, some packers still continue to employ this procedure for sausage in oil packed in 17-lb. and 45-lb. containers.

Use of Exhaust Box

Although meats had been canned successfully for many years, they were packed without much scientific knowledge or even a proper understanding of procedure involved. Simultaneous with the scientific advancement of the meat canning industry of recent years, better methods of producing a vacuum in her-

metically sealed containers were developed.

It was soon demonstrated that attainment of adequate final can vacuums by closure of hot product was successful only for such products as lend themselves to a pre-heating treatment. To maintain the high temperature of the pre-heated material, thermally producing a vacuum in sealed containers is primarily limited to products that can be filled into cans by machine.

Under operating conditions that assure maintenance of a high closing temperature and uniformity of fill, use of hot fill method meets with success in producing a proper vacuum in canned meats. Low closing temperatures and over-filling of cans when employing this thermal method result in low vacuum cans. Low vacuum or over-filled cans usually show strained ends or flippers, and often result in early appearance of hydrogen springers in some types of meat products.

For meat products which do not lend themselves to a pre-heating treatment, packers generally follow the practice of filling the product cold and exhausting filled containers in the conventional steam exhaust box for a sufficient length of time to obtain a high closing temperature. The steam exhaust box pre-heats product sufficiently to release air or other gases dissolved in the meat or mechanically included during preparation of product. At the same time, air in headspace, as well as the void spaces of the can, is replaced with steam vapor during exhaust period. Vacuum in exhausted cans after closing, processing, and cooling is produced both by contraction of the product and condensation of steam vapor which was sealed in the exhausted cans.

Success of steam exhaust method in producing a substantial can vacuum depends upon the nature of the meat product, size of can, length of exhaust period, and temperature at which the exhaust box is operated. It is imperative that exhaust box be provided with

a mercury thermometer to which frequent reference should be made. Adverse working conditions caused by steam vapor escaping from exhaust box into canning room may often lead canning room personnel to decrease amount of steam entering box.

Such a practice results in lower closing temperatures and less vacuum in cans after cooling. It would be better for packers to provide an exhaust box with proper ventilating hood and make certain that box cover is properly sealed with water than to endanger merchantable life of product through production of low vacuum cans, and its companionate condition of surface discoloration of product in region of headspace.

Hints on Operating Exhaust Box

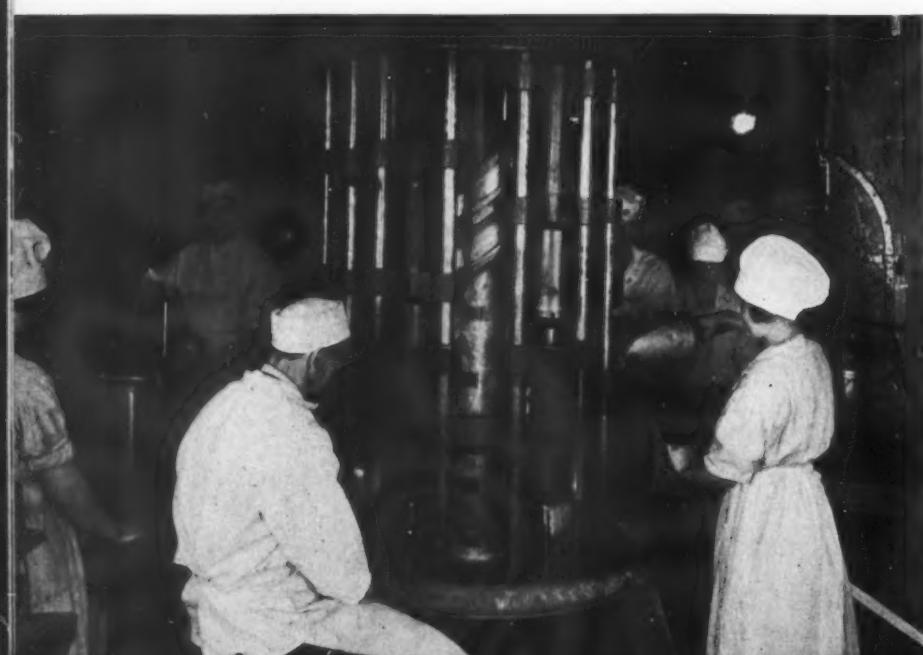
The packer should carefully consider length of time various meat products require to obtain as high a can vacuum as is consistent with can size. Since rate of heat penetration in grainy products, or those packed in a liquid medium, is much more rapid than in heavy or semi-solid products, selection of proper length of exhaust at a given temperature should be governed by final can center temperature packer wishes to obtain. Failure to note final temperatures being obtained at end of exhaust period leads to inefficient use of steam exhaust method of producing a vacuum in canned meat products.

Some packers have found that during the exhaust rate of heat penetration on semi-solid meat products such as corned beef hash, dog food and breakfast sausage may be somewhat accelerated by making a funnel-shaped hole at center of the can by means of a wooden dowel or similar shaped tool. This often results in a permanent void being produced at center of can which later tends to discolor. Ofttimes so much of product is displaced by this procedure that seaming difficulties are encountered.

Accumulation of steam condensate on surface of product during the exhaust is one of the chief objections to the steam exhaust method, since the added water tends to dilute and weaken gel formation. Steam condensate on surface of cold semi-solid meat products as they enter the exhaust box partly replaces air driven out. The result is that product often becomes quite moist.

Use of Mechanical Methods

The problem of steam condensate was at first of great concern to dog food packers until it was realized that moisture picked up during exhaust was a factor which had to be taken into account to maintain uniform consistency of product. From the standpoints of equipment depreciation and power consumption, the steam exhaust method is



FILLING CORNED BEEF INTO CANS.

Scene in the canning department of a Chicago meat packing plant. Improved methods and equipment are simplifying meat canning operations and materially improving the quality of products.

COOKING KETTLES IN AN UP-TO-DATE MEAT CANNING DEPARTMENT.

A convenient arrangement for handling product. Product is transferred by gravity from stationary to portable steam jacketed kettles for transportation to filling machines or to other location for further processing. (Photo Aluminum Cooking Utensil Co.)

as economical as any method of producing vacuum, unless the packer operates the exhaust box improperly.

Opposed to the thermal methods of producing vacuum are mechanical methods. Mechanical vacuum methods are used principally for products that are physically unsuited to a pre-heating treatment to obtain a high closing temperature. Likewise, steam exhausting of some meat products has been found to be an impractical method of establishing a can vacuum. Corned beef, tongue, spiced ham, luncheon meat, and whole ham are outstanding examples of the class of meat products for which thermal vacuum methods cannot be efficiently employed.

One method of obtaining a vacuum mechanically is by use of a vacuum tipping ring. The vacuum ring has become very popular with canned meat packers, since this equipment is very flexible and may be adapted quickly to vacuuming various sizes and shapes of cans. Through use of vacuum ring it is possible, in a measure, for packer to obtain a more positive control of the final can vacuums by governing the amount of vacuum maintained in equipment during tipping period.

Control of amount of vacuum in sealed containers will depend upon nature of the product, fill and size of container. Ox tongue, luncheon tongue, whole hams, quarter hams and rolled pork loin have been successfully vacuumized by mechanical means in vacuum tipping ring. Successful use of this method for vacuumizing containers of these meat products depends upon withdrawal of air from void spaces in can.

The Vacuum Closing Machine

Meats ground, mixed, and stuffed into containers, such as luncheon meat and spiced ham, are more difficult to vacuumize. It is almost impossible to withdraw air which has been incorporated in such products during their preparation, even when length of vacuumizing period is materially increased. The frequent inability of such canned meat products to demonstrate a proper can vacuum recently resulted in a ruling by the B.A.I. on those canned meat products which depend upon refrigeration to assure their preservation. According to this ruling, cans must demonstrate a potential can vacuum as indicated by a concave position of three sides and both ends of can at refrigeration as well as at room temperatures. To meet these specifications it was necessary to either decrease fill or increase height of conventional rectangular cans to provide sufficient headspace in which to draw a vacuum.

Recently, trend has been toward use

of vacuum closing machines to replace steam exhaust and vacuum ring methods. Vacuum closing machines have the advantage of combining vacuuming and sealing, thus accomplishing with one piece of equipment those operations which formerly required two or more separate units.

Extensive investigations have been made to determine adaptability of vacuum closing equipment for canned meat products. It has been found that satisfactory can vacuums can be produced in such products as roast beef, brains, and tripe through use of vacuum closing machines, providing proper filling procedures are followed. In the case of brains and tripe, it has been found necessary to fill milk into cans before filling in weighed amount of product, to prevent the milk from being drawn from cans during the vacuumizing period.

Use of vacuum closing machine has been known to result in a stiffer gel formation, since there is no dilution with steam condensate. Likewise, tongue may be successfully packed in sanitary style cans through use of a vacuum closing machine, if tongue is firmly pressed into cans to eliminate voids in lower parts and depress product sufficiently to provide adequate headspace for formation of vacuum.

Unsuited for Some Products

Use of vacuum closing machine for potted meat, corned beef hash, breakfast sausage, dog food, etc., which ordinarily are packed with very little headspace, makes it difficult to obtain a high vacuum in the containers. Air incorporated with such products during their preparation, as well as air entrapped in any voids which may occur during filling operation, has been found to result in product rising in can during the vacuumizing period and thus further reducing headspace in which to draw a suitable can vacuum. Increasing headspace through reduction of fill or increase in height of can results in a

definite increase in final vacuum in cans. Obviously, this decrease in fill or increase in height of can results in increased container cost.

When products such as Vienna sausage and frankfurts are closed in a vacuum closing machine, a sufficient amount of brine may be withdrawn from cans during vacuumizing period to expose ends of sausage. Although this increase in headspace results in establishment of good can vacuums, this method of closure has a quality disadvantage in that ends of sausage protruding above brine level are bleached or faded.

Increasing height of can to minimize withdrawal of brine aggravates the condition since product tends to float in can unless the ends of sausage are in contact with ends of can. It is extremely difficult to produce good vacuum in cans filled with water without excessive headspace. The only quality advantage to the vacuum closure method as compared to steam exhaust method for Vienna sausage and frankfurters, was found in intensified aroma and flavor of spices retained in vacuum closed product.

Although experiments with use of the vacuum closing machine for canned meat products have included variations in the lengths of vacuumizing periods, as well as many mechanical differences in the manner of establishing a vacuum for these products, we must frankly admit that, at least in our experience, vacuum closing machine in its present development cannot be used indiscriminately for all canned meat products. The mechanical advantages accruing from use of vacuum closing machine for canned meat products cannot be denied. We can only suggest that each packer determine to what extent vacuum closing machine can be used to advantage for his products.

The vacuum closing machine is obviously the best means of producing vacuum in some meat products, but it may be unsuited to others.



Packers Tell Public How Tax Damaged Their Businesses

EVIDENCE refuting any contention that packing companies are not entitled to their own money which was impounded during processing tax suits was offered to the public this week by several packers.

These packers realized that while the industry knows of its own plight under the AAA—the growth of pork bootlegging in smaller towns; the struggle of non-exporting packers to buy and sell in competition with exporting packers; the advance in unit costs; the depletion of working capital; the increase of borrowings; the exhaustion of credit; the piling up of processing taxes; extreme cutting losses; attachments and receivables—the public does not have the facts.

The packers' side of the story was told to Detroit, Mich. newspapers by T. W. Taliaferro, president, Hammond Standish & Co.

"We have served Detroit for 75 years," said Mr. Taliaferro in an interview. "It is unjust that we should now operate under the cloud of suspicion that has been raised. My only desire is that the facts be known.

Tells the True Story

"The company handled 123,870 hogs in 1935.

"The business resulted in a net loss of \$254,847, or \$2.05 on each hog.

"Impounded taxes returned to the company totaled \$215,000, which leaves the company still \$40,000 in the red on this business.

"The processing of hogs is 90 per cent of the company's business.

"If the tax had not been declared unconstitutional and the impounded taxes returned the business would have been liquidated and the plant abandoned this month, depriving from 500 to 600 employees of their jobs.

"The company must pay cash for its hogs. Its cash was exhausted and it is able to buy hogs and operate today only because of the tax refund.

Theory Didn't Work

"The theory was that the processor would pass the tax on to the consumer and continue to make a profit. It is natural that the public would believe this had been done, but the fact is that it was impossible. Had the tax not been declared unconstitutional it would have ruined nearly every independent pork packer in America this winter."

The damage to the packer was not confined to increasing his expense in processing hogs $2\frac{1}{2}$ cents a pound, the amount of the tax, Taliaferro pointed out.

"In the first place the slaughter of hog supplies by the Government greatly

reduced our volume of operations," he said. "Consumers turned from pork to other meats not taxed and our market was reduced. There came a time when the Government took in taxes what little cash we could accumulate and we had no money to buy hogs that might be available.

Overhead Costs Went On

"This vicious circle resulted in a tremendous cut in our volume of operations without reducing our overhead costs. Corn and hog farmers were remunerated for reducing operations. We were forced to curtail operations drastically, but were not paid for the plant facilities thrown out of use.

"We can compete with the national packers only when our volume of business reaches a minimum of 4,000 hogs a week. At no time when the tax was in effect did our business maintain that minimum. The answer was that we operated at a loss. There were periods when we handled no more than 500 hogs a week."

"We just want the public to understand that the processing tax refunded to this company is in no sense a 'bonus,'" Taliaferro said. "It is, instead, a new lease on life. It is the only thing that keeps this plant running and saves the jobs of our workers, some of them of the third generation of Hammond Standish employees."

A statement by D. T. Dutrow, president, Frederick County Products, Inc., Frederick, Md., was printed in morning and evening newspapers of that city.

A great many processors of farm products would have had to close down their plants and throw thousands of people out of work had they been forced to carry the processing tax burden many more months, Mr. Dutrow declared.

Public Should Have Facts

"It seems only fair that the public should have the whole picture of the situation resulting from the invalidating of the AAA and the return to processors of sums of money placed in escrow accounts with the courts in lieu of processing taxes pending the decision of the Supreme Court," he declared.

"In the first place, the uses to which the processing taxes were put did great damage to the business of the processors. The money was used to reduce the supply of raw materials, force up prices and put processors, particularly pork packers, into the position of trying to get greatly increased prices from consumers at a time when consumer buying power was far below normal.

"This naturally resulted in a greatly contracted demand for the processors'

products and the shifting of consumers by the thousands to other products. It will take years for pork packers to regain those consumers who, during the AAA program, shifted to substitutes for pork.

"The AAA program actually cut the average per capita consumption of pork approximately ten pounds annually, sending the consumers who normally would have bought this pork to pork substitutes.

Employment Curtailed

"The reduced volume of hogs coming to market forced pork packers throughout the country to curtail their operations, lay off employees and leave expensive machinery idle and unproductive.

"The burden of the processing tax cut into the working capital of many pork packers, since very often they could not sell their product against the consumer resistance to prices that would show a profit and, since they had a perishable product to market they had to move it at any price they could get.

"Early last summer a great many pork packers, including my concern, found they could no longer carry the burden of the processing taxes and sought relief in the courts. The courts required that money to cover processing taxes that might be due should the Supreme Court uphold the AAA be deposited with the courts. When the AAA was declared unconstitutional, this money was returned to those who paid it.

"The return of the money by the courts to the processors simply repairs, in part, the vast damage that has been done to the business of the processors by the unconstitutional AAA crop reduction, raw material destruction program, financed with taxes levied on the processors."

Senate Debates Farm Bill

While packers were explaining the justice of their position, the new farm bill, which would achieve crop control through state cooperation in soil conservation, was being debated in the Senate. An early vote on the measure is expected since debate has been limited. The House will consider the bill next week.

The Senate adopted an amendment to the bill authorizing—but not appropriating—\$500,000,000 to finance the program. The constitutionality of the measure has been questioned a number of times during Senate debate. Several alternative farm plans have also been suggested during consideration of the bill.

Senator Hastings attacked the plan, declaring that it could not be carried out without contracts, which, he said, the Supreme Court has forbidden. He charged that argument that the bill was constitutional was made with the assurance that it could not be tested im-

(Continued on page 31.)

Sales Cars—WHO SHOULD OWN THEM?

● Packers Find Advantages in Both Company-Owned and Employee-Owned Methods

COMPANY-OWNED vs. employee-owned salesmen's cars has been a question confronting packers almost as long as they have used cars for selling. There can be no standard practice, as advantages in each method make the choice dependent on conditions facing the individual packer.

Some own the cars driven by their salesmen on the routes. In other cases the salesmen hold title to the cars, the company reimbursing them to cover cost of operation, maintenance, fixed charges, depreciation, etc.

That packers favor both plans of operation is ample evidence that there are two sides to the question, and leads to the belief that there is not a great advantage in favor of one or the other.

A survey of other industries shows as much divergence of opinion in respect to salesmen's cars as exists among meat packers. A recent investigation by the Policyholders Service Bureau of the Metropolitan Life Insurance Co. among 53 employers of salesmen, representing many industries, gave the following result:

	Companies.
Exclusive use of company-owned cars	12
Exclusive use of employee-owned cars	28
Use of both types of ownership	13
	53

Advantages of Company-owned Sales Cars

This result agrees in substance with findings of other surveys. A study conducted in 1934 by Sales Management magazine revealed that 37.2 per cent of the automobiles used in sales work by 63 concerns were company-owned. Finding of the magazine marketing was that 55 per cent of the firms contacted used company-owned cars in sales work, while 45 per cent favored employee ownership.

The principal advantages cited by executives in favor of company-owned cars for salesmen include the following:

1.—Actual operating expenses are frequently less than allowances expected by salesmen for operating their own cars.

TYPICAL COMPANY-OWNED SALESMAN'S CAR.

There is a divergence of opinion as to salesmen's cars in the meat packing industry. Advantages in both company-owned and employee-owned cars make the decision of which policy to follow dependent on local conditions.

2.—Use of company's name on cars carries a definite advertising value. The practice usually is followed only with company-owned cars.

3.—Simplifies employment of satisfactory representatives if transportation is supplied.

4.—More direct supervision of automobile insurance matters is possible and enforcement of satisfactory standards of protection is facilitated.

5.—Employees will take better care of their own cars.

6.—Employees are better satisfied with cars of their own selection than with those furnished by the company.

7.—Employee ownership relieves the company of a more or less substantial investment in automobiles.

Cost Per Mile a Deciding Factor

The cost per mile to the packer for the use of employee-owned cars will depend on compensation agreed on between packer and salesmen. This may be at a flat rate or on a sliding scale basis.

The common type of flat-rate rebate consists of a fixed amount per mile. The sliding scale allowance is based on recognition of the fact that cars traveling short distances have a higher cost per mile than those operated longer distances. This is due to the fact that many operating expenses, such as depreciation, license fees and insurance, usually are based on a fixed amount per period of time, while other expenses, like gas and oil, tend to vary in proportion to the distance traveled.

Other conditions being equal, the packer's choice of company-owned or employee-owned cars on the sales routes will very probably be governed by cost. And while it is not always safe to judge by the experience of others, unless all factors influencing costs are known, such cost information from a sufficient number of companies is of some value in deciding policies.

How Mileage Costs Are Figured

With employee-owned cars packer's cost per mile will be that agreed on by

(Continued on page 51.)



Your Search for the Right Truck Ends Here



Products of the Majestic Provision Co., Inc., New York City, are delivered in this 1 1/2-ton Model C-30 International Truck with refrigerated body.

IN THE International line there's a truck for your job. The 25 different International models come in a total of 73 wheelbase lengths. Carrying capacities range from Half-Ton to powerful Six-Wheelers. Here, in one line of trucks, the needs of the trucking world are fully met.

Each year increasing numbers of truck operators realize that this complete line holds the best solution to their hauling prob-

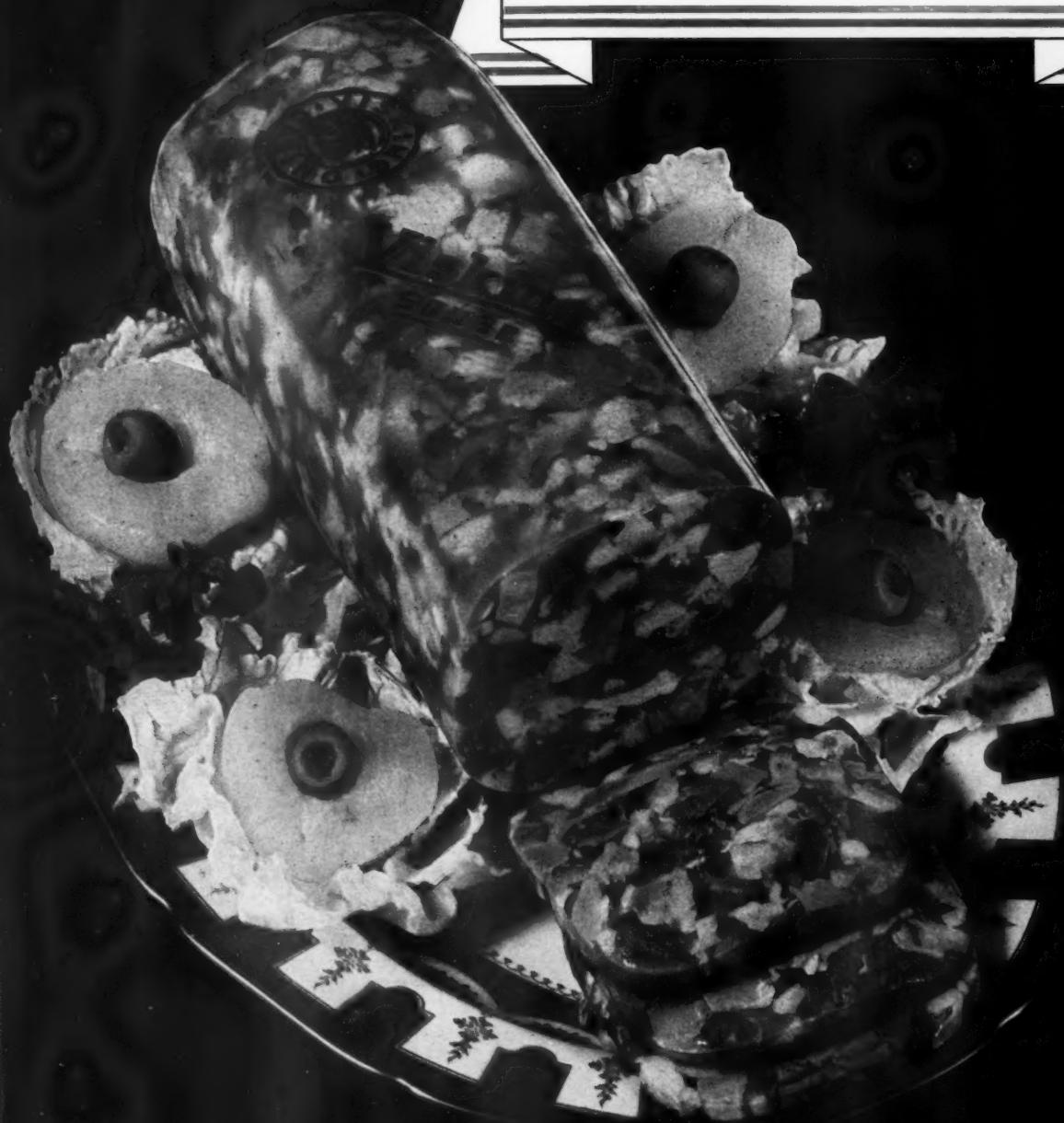
lems. And they recognize the extra value that International Harvester is able to build into every truck that bears the name. More than thirty years of perfecting *all-truck* construction means a great deal to every user.

Call on our nearest Company-owned branch, or an International dealer, and inspect the trucks designed to do your work. A demonstration will point the way to new profits in your business.

INTERNATIONAL HARVESTER COMPANY
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INTERNATIONAL TRUCKS

SOUSE . A commonplace product becomes aristocratic—with new appetite appeal, protection and quality-identity in its "VISKING" dress.



THE VISKING CORPORATION

Glorify GOODNESS!

Let your product show its goodness through a shining "VISKING" casing—and it will win in any market.

A "VISKING" casing glorifies the goodness that you put within—protects it—and displays it to the best advantage. It capitalizes quality . . . invites attention to it . . . and signifies your pride in your own product.

"VISKING" is the registered trade-mark of The Visking Corporation to designate its cellulose sausage casings and tubing.

Over 70 patents issued by the United States and Foreign countries are owned by The Visking Corporation with many more pending. Purchasers of "VISKING" casings are licensed by The Visking Corporation to practice some of their patented processes during the preparation of food products when packaged in "VISKING" casings. However, licenses do not extend to the use of these patented processes in the preparation of products not to be packaged in "VISKING" casings.



THE VISKING CORPORATION

6733 WEST SIXTY-FIFTH STREET • CHICAGO • ILLINOIS

*A page
for the*

Packer-Salesman

MEAT Sales Methods

More Headwork and Less Footwork Will Be Required in Future

IT IS NOT A COINCIDENCE that many letters received by THE NATIONAL PROVISIONER from packer salesmen stress the need for better-planned meat merchandising and selling methods. This is something beyond their ability to control, but they would welcome any improvement as opening up to them greater opportunities and doing away with many existing problems.

In the following letter a packer salesman contributes some ideas on the part packer salesmen will play in future meat selling methods. He writes:

Editor THE NATIONAL PROVISIONER:

The company for which I work is only five years old. It specializes in sausage and ready-to-serve products. Its business is growing, and I doubt that a single sale has been made during life of the company at less than list.

This experience may be exceptional. It does prove, however, that it is unnecessary to shade prices to sell processed meat products. What has been done by our firm many other packers and sausage manufacturers can do.

Our sales record is possible only because of a well-considered plan, and the close cooperation between men on the street and the sales executives of the company. A complete plan of selling and merchandising was outlined before a single pound of product was produced—a plan, except for minor modifications, that has been rigidly adhered to from the time the first pound of product was offered.

Desire Regulates Price

We salesmen are able to get the price because retailers and consumers believe the product to be worth what we ask for it. It is good product, but probably it is no better than some of our competitors'. Our advantage lies in the fact that the company does not permit consumers to forget that its products are the finest made, and desirable from every standpoint. And it is equally the job of the salesmen not to let retailers forget for a minute that the products they have to offer are inferior to none.

In other words, we get the price because there has been a consistent and persistent campaign from the start to make both retailers and consumers want our products. Housewives ask for them

by brand name. The retailer favors them because they are easy to sell and give him a better profit than he can get from competing brands. The difference between our methods and some of our competitors' is that we create demand for our products. Sales at our terms are the natural consequence. Price shading occurs when packer's anxiety to move goods is greater than consumer's desire for them.

Salesmen and Consumer Demand

I was glad to see in a recent issue of THE NATIONAL PROVISIONER a statement from a packer salesman to the effect that better sales efficiency will result when packers not only realize that meat merchandising has not kept pace with meat processing and manufacturing methods, but when their disposition to do something about it is translated into intelligent, aggressive action.

Nothing more true ever was uttered. Merchandising policies are beyond the ability of the packer salesman to control. He can influence them, however, by his actions and results. High sales efficiency can be obtained when a sound merchandising policy is formulated. And the basis of any such policy must be efforts to build consumer demand for identified products. The packer salesman must take some of the blame for unethical and uneconomic meat selling methods. To saddle him with all the blame is hardly fair, when in a majority of cases the man who pays his salary permits the methods.

Packers can sell only as much meat as consumers buy. And the packer salesman can increase his tonnage only to the extent that housewives increase purchases of his products.

In this connection, I think all packer salesmen are prone to overlook the importance of details—how our meats are displayed in the retailers' showcases; what retailers think of our products and their willingness to speak a good word for them; store advertising created to build consumer demand, and the extent to which it is used; Saturday

demonstrations; packages and wrappers, etc. These are things to which all of us might give more attention.

And we never should overlook an opportunity to keep our customers sold on the quality and value of our products. They can influence sales in large measure. Their recommendations are accepted by a large majority of the housewives who ask their advice.

Not so very long ago THE NATIONAL PROVISIONER told of a Midwest packer who requires his salesmen to become retail meat merchandising experts. This packer's theory is that the packer's only contact with consumers is via the retail store, and that therefore he should have more than an incidental interest in how it is conducted. This theory is sound, it seems to me.

Ideas on Sales Methods

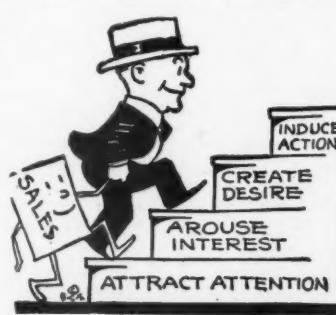
Another Midwestern packer has set a minimum salary for salesmen, one considerably above what the average packer salesman receives. He is attempting to attract to him men with real selling ability. Men who cannot earn the minimum will be dispensed with. No earning limit will be set. Every salesman will get all he can earn, and be aided in every way.

Another salesmanager has employed men whom he designates as specialty salesmen, but who really are business development men. Their duty is to work up new accounts, to visit retail stores, to suggest how selling and merchandising methods may be improved, to report on retailers who are not living up to their possibilities and how they can be aided to sell more meat, to get consumers' reactions to the firm's and competitors' products, etc. They are not expected to make any specific number of calls per day or to sell a minimum of product. They are to act merely as business builders.

It is not going to be long, it seems to me, until considerably better results will be expected from packer salesmen. Meat selling is going to become an effort requiring more headwork and less footwork. This is something packers have been talking about for some time. The time has about arrived when radical changes in sales and merchandising methods must be made. Packers are not going to be content much longer to permit sloppy sales and merchandising methods to offset advantages gained by high processing efficiency. Men—sales executives and salesmen—who measure up to the new requirements will find more opportunities than ever before. Those who cannot will surely have to make way for others who can.

Yours truly,

P. F. H.



Practical Points for the Trade

How to Make Scrapple

Scrapple is a winter winner!

Once known only in certain localities, it is now growing more generally popular. A Northern packer wants to know how scrapple is made and how it is packaged. He writes:

Editor THE NATIONAL PROVISIONER:

Can you give us a formula for making scrapple? If we make this product we intend to merchandise it aggressively. Is scrapple put up in packages?

Scrapple will be new to most consumers in this packer's sales area so he will have to advertise it and inform housewives on how to cook it. After it becomes known, however, it should be a profitable and well-liked winter item in his line of products.

The following formula is for manufacture of Philadelphia scrapple on a small scale. Quantities can be increased as desired if made on a large scale.

Meats:

25 lbs. pork head meat
25 lbs. beef (plate beef of good quality including all the fat)
37½ lbs. snouts
12½ lbs. pork rinds.

Cooking Meat and Meal

An especially high quality product can be made if a larger proportion of head meat is used in formula with a smaller quantity of snouts. Some manufacturers use all pork and no beef and quality is equally satisfactory. Boil all meats together until soft, or approximately three-quarters of an hour, in a jacketed kettle. Then grind meat through ¼-in. plate.

Skim broth left from boiling, filling kettle in which scrapple is made about one-third full with broth. Then put in meat. Add 35 to 38 lbs. of corn meal, half yellow and half white, first thoroughly mixing corn meal in a portion of warm broth. This will prevent lumps in meal. Always have agitator in kettle running or man stirring while putting in corn meal, and until scrapple is done.

After meat and meal are in the kettle add following seasoning:

3 lbs. 12 oz. salt
7 oz. white pepper
1¼ oz. mace
1¼ oz. nutmeg
4 oz. clean sage

This seasoning will vary with consumer demand. In some sections only salt and pepper are wanted; in others, only salt, pepper and sage. Many manufacturers have found prepared seasonings, such as those made by reputable seasoning manufacturers, simplify handling and eliminate possibility of workmen's mistakes. Such balanced season-



ings also yield a product with consistently the same flavor.

If mixture of meat and corn meal is not of proper consistency—which should be as thick as mush—add more broth or corn meal as case may be. Cook mixture 2½ to 3 hours, according to weather conditions. If weather is cold, 2 hours will do. When scrapple has cooked for about 2 hours, or is nearly done, sprinkle 1½ lbs. of rye flour over contents of kettle and let it mix in. This makes it fry brown and crisp.

Packaging Helps Sales

After mixture is thoroughly cooked it may be packaged. Some packers put their scrapple up in 1½x11-in. manufactured casings. This makes an attractive and handy package which the housewife can slice easily. The scrapple is placed in stuffer, stuffed in casings and tied off in regular manner. It is then washed off with warm water followed by cold water and placed in cooler to chill. It can be squared by placing cased pieces of scrapple close together in cooler and placing a weighted board on top of them.

It may also be poured in 1- or 2-lb.

Canadian Style Bacon

Consumer demand for lean bacon has had a tendency to popularize the type of bacon made extensively in Canada, known in this country as "Canadian style" bacon.

This product is made from the loin rather than the belly, as in American bacon. It is stuffed either in beef bungs or bung-size cellulose casings and smoked. It may be frozen for a certain length of time before curing, or if fresh unfrozen loins are cured, smoking must be so done as to reach an inside temperature of 137 degs. in the stuffed product.

Instructions for making "Canadian style" bacon have been prepared by THE NATIONAL PROVISIONER and subscribers can secure copy by sending 10c in stamps with request on the attached coupon.

The National Provisioner,
407 So. Dearborn St., Chicago, Ill.
Please send me instructions on
"Canadian style" bacon.

Name.....

Street.....

City.....

Enclosed find 10c in stamps.

molds. After chilling, scrapple is removed from molds, wrapped in parchment or grease-proof paper and placed in a carton. An attractively-printed container should be used. This makes a package which the dealer can handle easily. The consumer can slice the scrapple just as she would mold pork sausage or butter.

Freezing Hams

Good results in freezing hams depend on preparation for freezing and defrosting after storage. A Southern packer asks:

Editor THE NATIONAL PROVISIONER:

Can you give us information on freezing hams; how they are prepared for freezing, temperatures used and how defrosted?

It has been found good practice to freeze hams at 5 to 10 degs. Fahr. below zero. The likelihood of large ice crystals forming in the meat is lessened by use of lower temperatures. After thorough freezing the hams should be stored at 10 degs. Fahr. above zero. This temperature is less expensive to maintain and will hold the frozen product satisfactorily.

Sometimes hams are frozen loose in bins, but a more desirable way is to wrap each ham and freeze on shelves over ammonia coils. This method cuts down the shrink, preserves appearance of the product and speeds up the freezing process. Hams handled in this way cannot freeze into a solid mass. The paper will strip off readily.

Special freezer burn paper, waxed on both sides, is manufactured for wrapping hams and other cut meats to be frozen. Natural colored or white paper is also available. Paper 32x36 in. is a convenient size to use. The cost of wrapping is about 1c per ham.

When it is time to cure the hams they should be thoroughly defrosted or cure will not penetrate readily. The hams should not be allowed to stand for any length of time in a warm temperature after being completely defrosted since deterioration will occur.

Frozen hams are defrosted by immersing in a warm plain pickle of about 25 degs. salometer strength. After hams have been placed in a vat with an equal weight of pickle, the pickle is pumped through heating coils until it reaches a temperature of 45 degs. Fahr. It is then agitated in defrosting vat by means of compressed air injected into bottom of the vat. The hams are removed from the vat when their internal temperature has reached 38 degs.

Curing time for such hams is reduced about 25 per cent.

Brands and Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER. Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

TRADE MARK APPLICATIONS.

Rath Packing Co. Waterloo, Ia. For lard. Trade mark: EL PUERQUITO. Claims use since May 1, 1932. Application serial No. 365,657.

Chicago Food Products Co. Chicago, Ill. For canned corned beef hash. Trade mark: SILVER SKILLET. Claims use since November 9, 1935. Application serial No. 372,163.

Animal Foods Co. doing business as Teddy Boy Products Co., San Jose, Calif. For canned foods for dogs, cats, foxes and other carnivorous animals. Trade mark: TEDDY BOY. Claims use since September 23, 1933. Application serial No. 372,583.

C. C. Wonneman & Sons, Mexico, Mo. For dog food. Trade mark: WONNIE'S HEALTH DOG FOOD. Claims use since May 20, 1935. Application serial No. 368,119.

The Rath Packing Co. Waterloo, Ia. For cooked chicken and meat loaf. Trade mark: A rectangle, the upper portion of which is colored orange. Claims use since April 19, 1935. Application serial No. 369,103.

The Shedd Products Co. Detroit, Mich. For oleomargarine. Trade mark: SHEDD'S QUALITY. Claims use since January 30, 1935. Application serial No. 371,365.

Seeman Bros. Inc. New York City. For ham and tongue, buttered, sold in cans for sandwich filling. Trade mark: WHITE ROSE. Claims use since November 1, 1933. Application serial No. 353,553.

The Capitol City Products Co. Columbus, O. For vegetable shortening. Trade mark: C. C. PRIDE. Claims use since June 10, 1935. Application serial No. 367,340.

William Underwood Co. Watertown, Mass. For canned ham hash. Trade mark: UNDERWOOD'S above representation of an imp. Claims use since July 21, 1914. Application serial No. 358,463.

Animal Foods Co. doing business as Delight Dog Food Co., San Jose, Calif. For canned foods for dogs, cats, foxes and other carnivorous animals. Trade mark: DELIGHT. Claims use since November 16, 1935. Application serial No. 371,955.

Atlas Canning Co., Inc. doing business as Speedy Sales Co., Glendale, Long Island, N. Y. For canned dog food for dogs, cats and carnivorous animals. Trade mark: SPEEDY, and

picture of a puppy. Claims use since October 1, 1935. Application serial No. 371,845.

Bay State Fishing Co. Boston, Mass. For food for dogs, cats and other fish eating animals. Trade mark: JACK AND JILL. Claims use since September 13, 1935. Application serial No. 370,077.

PRESSURE IN DRY CURING

Recognizing the need for securing better results in dry curing hams and certain other cut meats, John L. Shoup, and John E. Criswell, Altoona, Pa., have experimented with a device which can be clamped on the top of a tierce, barrel or other curing container to bring about the desired pressure. So satisfactory have been their results that patent has been applied for on this device which has been in use for some time at the Home Dressed Meat Co. in Altoona. The device was described and illustrated in THE NATIONAL PROVISIONER of February 8, 1936, p. 15, and results secured outlined.



EFFICIENT IN BULK HANDLING.

View of the glue department of Armour and Company, Chicago. Material is crushed on floor above, dumped through floor openings into the spiral conveyor chute, taken to a point directly above where it is to be processed, and spouted into tanks through a chute.

This chute is suspended on roller hangars which operate over rails attached to conveyor trough, and can be easily moved into position above any tank. A damper in the chute permits shunting material in either of two directions.

This is a simple and convenient method of handling bulk material that might be adopted in larger rendering, feed or fertilizer departments or as a means of handling coal in the power plant. An advantage of the design is that it can be adapted to fit any volume of product. It was planned by the Link-Belt Co.

New Trade Literature

Packinghouse Equipment (NL191) — Many items of the "Boss" line of meat packing machinery and equipment are shown in 12-page folder. Hog hoists, dehairers, cutting equipment and tools, meat trucks, sausage stuffers, rendering equipment, and other items are illustrated and briefly described.—Cincinnati Butchers' Supply Corp.

Packaging (NL192) — Bottle caps suitable for air-tight sealing, vacuum packing, processing and sterilizing are illustrated in 4-page folder. Advantages of Anchor caps are briefly discussed.—Anchor Cap and Closure Corp.

Refrigeration (NL193) — Compressors for Freon, methyl chloride and ammonia booster service illustrated in 16-page booklet. Text discussed suitability for various types of use, gives operating characteristics and advantages of these machines. Cross section diagrams illustrate points. Specifications given.—Frick Company.

Trolleys (NL194) — Fourteen types of trolley illustrated in color broadside. Specifications for each given. Greasing system and cleaner and lubricator are also illustrated and briefly described.—The Allbright-Nell Co.

Branding (NL174) — Branders for various types of meat and carcasses illustrated and described. Best uses for each brander given. Prices, with and without extra dies, included.—Great Lakes Stamp & Mfg. Co.

Non-corrosive Metal (NL179) — Characteristics of nickel-clad steel, for corrosion-resistant equipment, are given in 24-page booklet. Equipment is illustrated and described, list of materials which this metal handles successfully given. Prices included.—Lukens Steel Company.

Steam turbines (NL186) — Turbines for mechanical drive of pumps, fans, compressors, blowers and pulverizers discussed in 16-page booklet. Types are illustrated, savings and applications listed. Diagrams give details of three types, and representative installations are shown and described. — General Electric Co.

To obtain information on new trade literature mentioned in THE NATIONAL PROVISIONER, write:

Editor THE NATIONAL PROVISIONER:

Please send, without obligation, publications listed below. (Give key number only):

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When notes are blue, and pretty hot too,
They've got to be true—or be awful!
A trombone slide must easily glide
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One of these engineers recently ran a test on two Diesel engines in a flour mill—a test, using Nonpareil Diesel Oil, which resulted in a saving of \$8.00 per 24-hour day.



SATISFACTORY LUBRICATION is not always *correct* from the economy standpoint. This was well demonstrated recently in the plant of an automobile parts manufacturer. Although previously satisfied with the performance of Standard (Indiana) cutting oils in use, a 3-months' test after the adoption of improved practices suggested by the Standard Oil engineer, showed that an additional saving of \$350 per month could be made on cutting oil purchases alone, and set a new record for tool life on the job. "By . . . ! that's service," said the superintendent. It's the kind of service you'll get when you call your local Standard Oil (Indiana) office.



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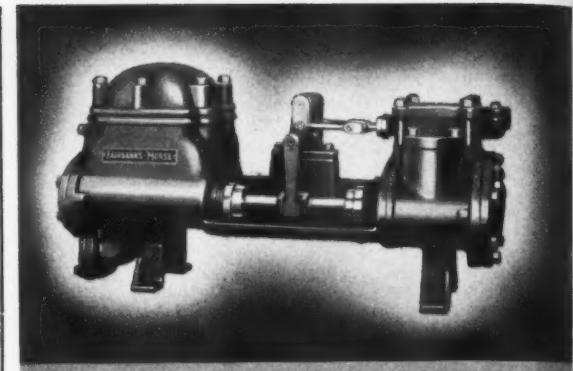
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Before you buy any pump or motor-pump combination, see the man from Fairbanks-Morse. See how much more he has to offer for your pump dollar. Behind him, he has the experience and resources of Fairbanks-Morse, with its factories and branches from coast to coast ready to serve you. For full information on special pumps for food products handling, address Department E651, Fairbanks, Morse & Co., 900 S. Wabash Ave., Chicago, Ill. 34 branches at your service throughout the United States.



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a Page for

PURCHASING Departments =

MORE MONEY FROM CHEAP CUTS

One of the larger packers recently purchased 300 meat tenderizing machines of a new type. These will be put into use in the plants and branch houses of the company for converting less desirable cuts into products more acceptable to hotels, restaurants, wayside stands and retailers. Cuts processed with this machine will be given attractive trademarked names and marketed in attractive containers, it is understood.

Some packers and sausage manufacturers have built up a very desirable volume of business on hamburger among restaurants and wayside stands. But these same packers and sausage manufacturers seem largely to have overlooked possibilities in cuts, which ordinarily move slowly at a narrow margin, which with simple treatment could be converted into highly desirable and particularly attractive items.

A check-up of ends and rough cuts shows a number of opportunities for converting these cheaper cuts into money makers.

Sirloin strips, flank steaks, knuckles and other inexpensive boneless cuts may be trimmed, sliced, flattened, sprinkled with suet, rolled and tenderized. If variety is desired these cuts may also be prepared with mushrooms. "Cubed steaks" and "Swiss steaks," treated by tenderizing usually sell readily at good prices.

Pork shoulder cuts, ham ends, rough cuts, etc., may be handled in a manner similar to beef. Ham ends may be cut $\frac{1}{2}$ in. thick, flattened and tenderized.

Slices of veal and pork shoulder placed one on top of the other, rolled and tenderized make a tasty product. The process of tenderizing blends and knits the two meats into a new delicacy. This product often is given the name "mock chicken."

Mock chicken legs are produced in the same manner as mock chicken, except the meat is molded into shape and placed on a skewer.

Beef liver and bacon ends offer another possibility. One way to process these is to slice liver, cover with sliced bacon pieces, roll and tenderize. The liver may also be processed without the bacon.

The number of attractive products that can be made from beef, veal, pork and lamb and combinations of these meats seems to be limited only by the ingenuity of the processor. In combination with attractive wrappers and

containers and catchy, trademarked names these meats offer considerable opportunity to build consumer demand and to increase volume on products that at best move slowly and sometimes at little or no profit.

Numerous machines for tenderizing meats have been offered to packers and retailers, but it has remained for the Tender Tasty Corp., Milwaukee, Wis., producer of the latest device of this kind, to provide purchasers of the machine with a merchandising plan to aid in popularizing the products. Window streamers, banners, wrappers, hats, etc., are included in the advertising matter available.

The machine, it is said, operates on a new principle. It has over 400 knives which enter and cut the fibers three ways. These are then woven together again with a curved cutter head—an exclusive feature with this tenderizer.

The company also suggests to purchasers of the machine that the term "Tender Tasties" be used in connection with the name of the product—for example "Beef Tender Tasties." The company has registered "Tender Tasties," and is restricting its use to purchasers of the machine.



MEAT TENDERIZER.

Cuts which ordinarily move slowly and at a narrow margin often can be converted into profitable trademarked specialties with such a machine as this and ingenious, attractive packaging.

GLOSSY FINISH CASINGS

Visking's new Fibrous liver sausage casing, recently placed on the market and rapidly becoming popular with sausage manufacturers, is now available in glossy as well as dull finish, an announcement by the company states. While the dull finish more closely resembles the natural casing, a glossy finish was desired by some liver sausage producers, and it was to meet this demand the new finish was developed. Both finishes print equally well. These casings are available in 12-, 20-, 24-, and 27-in. lengths. A supply for testing will be supplied any packer requesting it.

SERVICING THE INDUSTRY

Continental Can Company, Inc., will enlarge its facilities at Syracuse, N. Y., by erecting a two story brick and steel warehouse approximately 100 x 230 ft. adjacent to the present warehouse, and will add an additional floor to another building at that location. Additions are to be completed and ready for occupancy by June 1.

American Can Co. announces the following personnel changes: R. M. Roberts has been appointed assistant to the general manager of sales of packers cans, with headquarters at 230 Park Ave., New York; H. C. Berryman, formerly district sales manager of packers cans, in Baltimore, has been transferred to New York as general sales representative for closing machines. At the Baltimore office, F. D. Thorp has been appointed manager of packers cans sales; Leonard D. Jenkins, district sales manager; W. W. Russell, assistant and Frank J. Small, local sales manager for the eastern shore.

J. E. N. Hume, assistant manager of the General Electric Company's industrial department, has been appointed manager of the department, succeeding the late W. W. Miller. Mr. Hume had been assistant manager for the previous six years and in that capacity was responsible for general sales direction, policies, prices, consignments and similar activities of the industrial department.

Kenneth S. Valentine, well-known in materials trade circles, has been made district manager of Patterson Foundry & Machine Co., with headquarters in New York City.

Filtrol Company of California announces the removal of its executive and sales offices from 1755 Downey Road to 315 West Fifth St., Los Angeles.



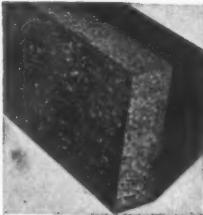
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in every drop of water*

While Corkboard is moisture-resistant, it must be kept dry to prevent "heat-carrying" water from seeping around it, if the insulation is to maintain its efficiency. Every rise in temperature invites moisture-laden air into the insulation chamber, to be expelled again after depositing the moisture within, due to the next temperature drop. UNITED'S installation methods guard against condensation because the insulation is sealed. Work done according to these methods lasts indefinitely... no water seeps in to conduct heat or deteriorate the material itself. Avail yourself of our free consulting and inspection service for both new and old work. You will have much to gain by writing us for modern installation facts.

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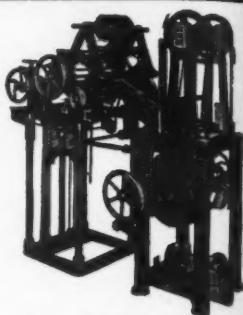
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You can increase 1936 profits by making every department in your plant pay a profit.

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PETERS Packaging Equipment will pay you profits through reduced labor costs, lower package costs, higher efficiency. You can start with the efficient PETERS Junior Model Machines and add additional units as needed, letting each PETERS labor saver pay for itself through savings.

Ask us to make a packaging survey in your plant. If we can't show definite savings that will pay for the equipment we recommend, you won't be asked to buy. Write!



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The "C-B" Track Door is the only cold storage door having the new "C-B" Track Door Operating Device (patent pending), the biggest improvement for twenty-five years in Cold Storage Doors.

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New "C-B" Track Door

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CHICAGO, ILL. CINCINNATI, OHIO



REFRIGERATION and Air Conditioning



Quick Frozen Meats

Economic and Merchandising Possibilities Keep Interest Alive

Volume of retail sales of quick-frozen meat cuts has not developed in this country to an extent that one time seemed likely. Nevertheless, interest in this product and methods of producing it and in circumstances that might again bring quick-frozen meats to the fore has by no means died out in the meat industry.

That quick-frozen meats did not become more popular with consumers seems to have been largely because of lack of preparation to put the general public in a receptive mood to give them a fair trial. There was much misunderstanding among housewives. "Quick freezing" often was confused with "cold storage." Quick freezing sometimes was taken to indicate cuts had been thus treated to make them more saleable. In some cases, perhaps, a large potential volume of business was not obtained because of poor quality products frozen by inadequate methods.

But regardless of past experience, the fact remains that economic and merchandising advantages, once widely conceded to quick-frozen products by meat packers, are potentially as important today as they ever were. There still remains the possibility that changing conditions may revive active interest or that aggressive factors with a complete line of quality quick-frozen meats may seriously threaten present methods of meat distribution and retail meat selling.

Interest Active in Europe

That some packers are prepared for these eventualities is no secret. That others have continued to maintain more than passive interest in quick-frozen meats and quick freezing methods has been evident on a number of occasions.

In Europe, interest in quick-frozen meats and freezing methods has been more active than in this country. There, reports indicate, serious effort is being made to develop and improve quick freezing methods and to determine the best conditions under which to store, distribute and sell quick-frozen product.

The latest reports on quick freezing in Europe come from Russia, and are the results of tests made at the No. 2 Cold Stores at Moscow.

Freezing was done in an ice tank equipped to form two baskets with a capacity of about 550 lbs. each. Brine registered 21 degs. Baume. Beef and mutton were used in the test. These

had been precooled before freezing to 36 degs. Fahr. in a room with a humidity of 80 per cent. Lots of from 550 to 880 lbs. were frozen at a time. Temperature of meat at points 2½ to 3 in. below surface was taken every half hour. Temperature of brine was also recorded. After freezing meat was washed for 1 to 1½ minutes in warm water with a temperature of 60 to 70 degs. Fahr., dried for 30 minutes to an hour in a stream of cold air (14 degs. Fahr.) and finally placed in a storage room, temperature of 12 degs. Fahr.

Meats Gain in Weight

Freezing of the meat required from 1½ to 3 hours for mutton and from 4½ to 7½ hours for beef at brine temperatures of 1½ to 3 degs. Fahr. Average increase in weight after freezing was 3.2 per cent for mutton and 2.9 per cent for beef.

Laboratory analyses for acidity before and after freezing gave results shown in accompanying table.

Acidity Before and After Freezing

	Before freezing.	After freezing.
	pH	pH
Muscular Tissue.		
Beef	5.8	6
Mutton	6	6
Fatty Tissue.		
Beef .....	.56	.60
Mutton .....	.60	.62



MULTI-PLATE QUICK FREEZER.

Type of machine in which large quantities of packaged quick-frozen foods are produced. Packages are placed between hollow plates in which low temperature refrigerant is circulated and are held under pressure during freezing period.

Some tests were made with brine frozen meat kept for 5½ months in a cooler at 15 to 17 degs. Fahr. and with a relative humidity of 85 to 90 per cent. Loss in weight was 3.12 per cent in mutton and 2 per cent in beef. No sliming or mold growths were observed. Color of the beef for a slight depth under the surface was brownish and that of mutton pink.

Discoloration a Problem

Acidity of muscular tissue of the stored beef was 6.05; mutton, 5.7. Fat acidity of beef was .78; mutton, 1.2. Traces of salt were noticeable for a slight distance under the surface of the meats.

Conclusions reached as a result of these tests were:

1—Direct freezing in brine required 2 to 3 hours for mutton and 2 to 7 hours for beef, according to fat content of meat and speed with which brine is circulated, as against a freezing time of 60 to 80 hours in air.

2—Meat frozen in brine shows some discoloration when stored for considerable periods. Further investigations will be necessary to learn how to prevent this.

3—Flavor of meats remains unaltered after long storage.

4—Shrink in storage is compensated for by gain in weight during freezing. Compared with freezing in air, shrink loss per ton is reduced approximately 110 lbs. in mutton and 103 lbs. in beef.

REFRIGERATION NOTES

Meat curing plant will be built in Springfield, Ga. Funds will be partially donated by government, partly raised by county.

San Jose Ice & Cold Storage Co., San Jose, Calif., will rebuild ice and cold storage plant recently destroyed by fire.

Segrest-Walker are building individual cold storage locker plant, Graceville, Fla.

Bakers' Warehouse, Inc., has opened cold storage business, 14th and Porter sts., Detroit, Mich.

Schuylkill Ice & Cold Storage Co. plans erection of new plant in Shenandoah, Pa.

Sapulpa Union Railroad is building warehouse and cold storage plant, Tulsa, Okla.

J. R. Morris and O. C. Daniels are erecting cold storage plant, Atlantic, N. C.

STURDINESS

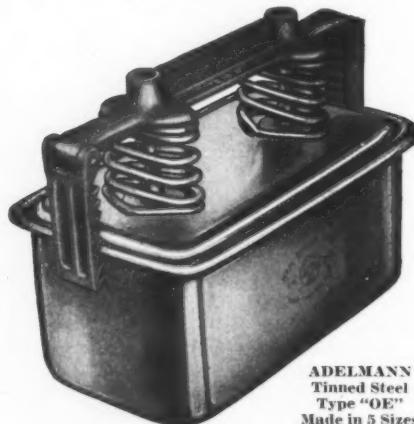
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PERFORMANCE

Strong, sturdy ham boilers are a necessity, but they must back up their strength and long life with *results*. Adelmann Ham Boilers do this and more. Throughout their long life they perform efficiently and economically, producing boiled hams of such superior quality that they repay their low cost many times because of decreased costs and the multiplied profits.

The exclusive elliptical yielding springs distribute their steady, even pressure over the entire cover. Cover tilting is eliminated—hams are allowed to expand while cooking. The self-sealing cover insures that the ham will cook in its own juice, greatly increasing quality and flavor.

Adelmann Ham Boilers are made of Cast Aluminum, Tinned Steel, Monel Metal and Nirosta (stainless) Steel. Write for complete details and trade-in schedules today!



ADELmann
Tinned Steel
Type "OE"
Made in 5 Sizes

No.	Capacity	Length	Width	Depth
1-0-E	8 lbs.	11	5½	4½
2-0-E	12 lbs.	12	6¼	5½
6-0-E	15 lbs.	12½	6½	5½
02G-E	10 lbs.	12	5½	5½
02X-E	12 lbs.	11	6	5½

Purchases of Adelmann Ham Boilers or equipment may be financed in amounts up to \$2000 for periods as long as three years, thru our bank under the Modernization Credit Plan of the Federal Housing Administration. Ask for details today!

ADELMANN—“The Kind Your Ham Makers Prefer”

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GUARANTEE of QUALITY

Proper soya products have a definite place in the production of all meat loaves, sausage and manufactured specialties. And meat packers and sausage manufacturers, who appreciate the profit advantages of good product, are swinging to Shellabarger Soya Flours.

They are doing this for several reasons. The product in which they are used has finer flavor and improved keeping qualities. The binding qualities of SAUSATONE and other Shellabarger products insure firm, good looking meat products. The gains in yields they give will pay their cost many times!

But don't be misled! All soya flours are not alike. Shellabarger Flours are produced by an exclusive, patented process. (U. S. Pat. No. 1,867,541) For a guarantee of quality, insist on Shellabarger! Write for samples today!

SHELLABARGER

Grain Products Co.
DECATUR, ILLINOIS



HOW TAX HURT PACKERS

(Continued from page 18.)

mediately but could probably be enforced until \$500,000,000 had been spent.

Indications that the government might be seeking a way to regain taxes which were returned to processors have aroused much interest in the industry. One of the proposals which is reported as being considered would use a retroactive tax going back to July 1, 1935, to divest pork packers of their regained money.

Such a tax, it is pointed out, might force many packing companies out of business.

No packer has yet been reported as seeking processing taxes paid during the life of the AAA, although at least one company has indicated that it is considering such action.

DEALERS SEEK TAX MONEY

A suit seeking to obtain \$40,000,000 for meat retailers from 30 meat packing companies has been filed in Superior court at Chicago by three plaintiffs. The bill of complaint asks that packers be ordered to give retailers the money recently regained by invalidation of the AAA. The retailers maintain they were the actual payers of the tax. In several cases, however, outside parties have not been allowed to intervene in refund of taxes to processors.

The three plaintiffs, William and Charles R. Kessler and Louis Feldman, also asked for an injunction to restrain other claimants of the refunded taxes from instituting litigation until the settlement of their own case.

Defendants in the suit include Armour and Company, Swift & Company, Cudahy Packing Co., Wilson & Co., and T. M. Sinclair & Co., Ltd.

PACKER ANSWERS LABOR BOARD

Answering a complaint of the National Labor Relations Board which charged it with unfair labor practices, the Iowa Packing Co., Des Moines, Ia., attacked the board's good faith. The

packing company's answer was filed this week at St. Louis and declares that substantially the same allegations had been originally set in Des Moines and transfer of the case to St. Louis on an amended complaint "is not in good faith and constitutes an abuse of the power which the labor relations act undertakes to vest in the board.

"Extra hardship and additional undue expenses" were cited by the company as resulting from the transfer of the case to St. Louis, where it is set for hearing on February 20. The packing company devoted the major portion of its answer to an attack on the constitutionality of the labor relations act.

KROGER IN MEAT INDUSTRY

Sales of Kroger Grocery & Baking Co. for the fiscal year 1935 totaled \$229,907,884, an increase of \$8,732,554, or 4 per cent over the previous year. On these sales a net income of \$4,110,925.98 was realized, slightly less than in 1934.

Meat markets operated by the company at the end of 1935 totaled 2,653, which was 95 fewer than the number operated at the end of 1934. Meat and grocery stores operated at the end of the year totaled 4,250, or 102 fewer than a year earlier.

Commenting on the company's meat packing activities the report points out that, while it has long been engaged in the packing of meat products, this activity supplies only a small part of company requirements, "yet it seems an essential part of our business." The former packing plant in Cincinnati was abandoned during the year, having been replaced by a modern meat processing plant in that city. No killing is done there, but carcasses are stored and various kinds of meat products produced. The company has a modern packing plant at Columbus, O., and a processing plant at Detroit, Mich.

During the year Col. C. O. Sherrill, vice-president, resigned to become president of the American Retail Federation. James O. McKinsey of Chicago, now chairman of the board of Marshall Field & Co., Chicago, and well-

known to meat packers, became a member of the board. He has been a company adviser on matters of organization, personnel and accounting practices and methods for the past five years.

FINANCIAL NOTES

Hygrade Food Products Corp. and subsidiaries reports net profit of \$726,491 for 53 weeks ended November 2, 1935, after depreciation, federal taxes, interest, etc. For the year ended October 27, 1934, the company reported a net loss of \$219,036.

Trunz Pork Stores report a net loss of \$124,307 for the year 1935 (AAA). During the calendar year 1934 net income of \$17,135, equivalent to 19 cents a share of stock, was reported.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, Feb. 11, 1936, or nearest previous date:

	Sales.	High.	Low.	—Close—
	Week ended	Feb. 12.	Feb. 12.	Feb. 12.
Amal. Leather	1,700	4 1/2	4 1/2	4 1/2 5
Do. Pfd.	100	42 1/2	42 1/2	42 1/2 40 1/2
Amal. H. & L. 13,300	75	7	7	7 7 1/2
Do. Int'l.	1,000	41 1/2	41 1/2	41 1/2 42 1/2
Amer. Stomach	600	35 1/2	35	35 34 1/2
Armour Ill.	33,600	6 1/2	6 1/2	6 1/2 6 1/2
Do. Pr. Pfd. 1,600	82 1/2	81 1/2	81 1/2	81 1/2 81 1/2
Do. Del. Pfd. 1,000	107 1/2	107	107 1/2	107 1/2 107 1/2
Beechmat Pack	400	87	87	87 88
Bochack, H. C.	175	8 1/2	8 1/2	8 1/2 8 1/2
Do. Pfd.	10	50	50	50 50
Chick. Co. Oil	2,200	26 1/2	26 1/2	26 1/2 28 1/2
Childs Co.	19,800	11 1/2	10 1/2	10 1/2 10
Cudahy Pack.	1,000	40 1/2	40	40 40 1/2
First Nat. Strs.	8,700	43 1/2	44	45 45 1/2
Gen. Foods	12,000	3 1/2	3 1/2	3 1/2 3 1/2
Gobel Co.	11,400	7 1/2	7 1/2	7 1/2 7 1/2
Gr.A&P.1stPfd.	50	125	124	124 126
Do. New	200	127	127	127 128 1/2
Hormel, G. A.	.....	.....	.....	..... 22 1/2
Hygrade Food.	5,000	5 1/2	5 1/2	5 1/2 5 1/2
Kroger G. & B. 10,000	27	26 1/2	26 1/2	26 1/2 26 1/2
Libby McNeill.	7,650	9 1/2	9 1/2	9 1/2 9 1/2
Mickelberry Co.	8,850	3 1/2	3	3 3 1/2 2 1/2
M. & H. Pfd.	500	9 1/2	9 1/2	9 1/2 8 1/2
Merrill & Co.	500	50	50	50 50
Nat. Leather	4,400	2 1/2	2 1/2	2 1/2 2 1/2
Nat. Tex.	2,900	11 1/2	11	11 1/2 11 1/2
Proc. & Gamb.	7,400	46 1/2	45 1/2	46 1/2 46 1/2
Do. Pr. Pfd.	90	120	120	120 120 1/2
Rath Pack.	.....	.....	.....	.....
Safeway Strs.	6,200	34 1/2	34	34 1/2 33 1/2
Do. 6% Pfd.	400	111	110 1/2	111 110
Do. 7% Pfd.	140	114	113 1/4	114 113 1/4
Stahl Meyer	.....	.....	.....	..... 1 1/2
Swift & Co.	14,050	24 1/2	24 1/2	24 1/2 23 1/2
Do. Int'l.	4,500	34 1/2	34 1/2	34 1/2 34 1/2
Trunz Pork	100	13	13	13 10
U. S. Leather	1,600	15 1/2	9	9 1/2 9 1/2
Do. Pfd.	3,700	17 1/2	16 1/2	16 1/2 16 1/2
Wesson Oil	200	79	79	79 79 1/2
Wilson & Co.	1,100	41 1/2	41	41 42
Do. Pfd.	600	81 1/2	81 1/2	81 1/2 82
Wilson & Co.	22,200	10 1/2	10	10 10 10 1/2
Do. Pfd.	800	85	84 1/2	84 1/2 84

*Or last previous date.



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One of many styles built by us to individual specifications on a mass production plan. Result—Custom Truck Bodies for your needs at standard prices.

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GENUINE VEGETABLE PARCHMENT

Leading packers know, "there is no substitute for Genuine Vegetable Parchment" for the sanitary protection of quality meat and dairy products. It has been our privilege for forty years to serve the leaders in the industry and today three generations of users have learned to accept it as the outward sign of first quality products. It costs no more to be sure.

West Carrollton Parchment Company WEST CARROLLTON, OHIO

Our 40th Year Serving the Food Industry

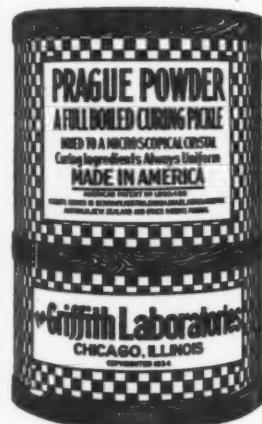
PRAGUE POWDER

Prague Cure is "America's Perfect Cure"

PRAGUE POWDER is made from a strong full-boiled curing pickle, giving to the "short-time cure" a rich, ripe, mellow flavor. Your ham will hold the color, and make a more tender ham.

PRAGUE POWDER has all the curing elements combined in each powder particle and dissolves quickly. CREATING a LASTING BLOOM on the LEAN of the MEATS, leaving no bitterness.

PRAGUE POWDER rubs on your bacon and dissolves like snow. It makes a more tender, sweeter bacon — adds richness to the color and ripeness to the flavor.

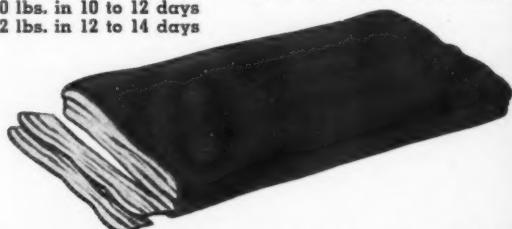


Meets B. A. I. Requirements

A PERFECT QUICK CURE FOR DRY CURE BACON

Rub 4½ to 5½ lbs. of "Prague Powder Mixture" into 100 pounds of select, well-chilled bellies; place them down tightly in a regular bacon box. When box is filled, close the lid down tightly and wait for the cure. With room temperature at 38 to 42 degrees will insure a cure on

4 to 6 lbs. in	7 to 8 days	12 to 16 lbs. in 13 to 15 days
6 to 8 lbs. in	8 to 10 days	14 to 18 lbs. in 14 to 16 days
8 to 10 lbs. in	10 to 12 days	
10 to 12 lbs. in	12 to 14 days	

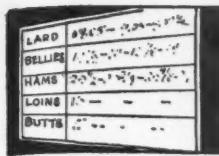


This Bacon can come out and be soaked lightly and smoked on the day it is cured, or it may remain in the closed box for any length of time, without damage.

THE GRIFFITH LABORATORIES

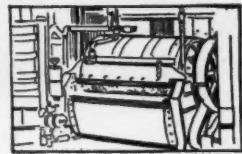
1415-25 West 37th Street, Chicago, Illinois

Canadian Factory and Office: 1 Industrial St., Leaside, Toronto 12, Ontario



Provisions and Lard

Weekly Market Review



Trade Fairly Active—Market Easier —Hog Run Light—Hogs Strong— Wintery Weather Factor—Cash Trade Fair—Speculative Enthusi- asm Lacking

Market for hog products was fairly active the past week, but trend was downward, particularly in lard. Commission house trade was mixed. Spreaders were selling lard against purchase of corn, and there was sufficient pressure on market, in view of limited speculative absorption, to bring about a lower range.

Commission house scale-down buying was in evidence. Packinghouse interests appeared to have bought on balance, light hog movement making for limited fresh hedge pressure. Much of the buying was on a scale downward.

There was evidence at times of lifting of hedges against cash sales. Interests with packinghouse connections were buying nearby lard futures and selling later months, apparently transferring hedges. Commission house brokers were doing the reverse.

Selling lard against purchases of corn was apparently based on the belief that limited hog marketing, due to bad weather, necessitated greater feeding and would ultimately result in heavier hogs, and increased marketings.

Cash Demand Fairly Good

Spreading operations made for a situation where routine conditions had very little influence in the lard market. While smaller hog receipts served to curtail the make of product, this fact seemed to be ignored. Possibilities of losses of livestock due to severe cold weather were scarcely considered.

An important influence was the favorable hog-corn ratio. This again favored heavier feeding operations.

Cash demand for product was reported fairly good. The weather was a stimulating influence. However, the price advance was partly the result of lighter hog receipts. There were also those who felt that distribution of product may have been interfered with by snow in some sections.

Receipts of hogs at western packing points last week were 291,200 head, compared with 342,600 head the previous week and 316,100 head the same week last year. There were indications the early part of this week that western arrivals during the week would run even smaller than last week.

On Monday of this week only 3,000 hogs arrived at Chicago, and prices

bulged 35 @50c per cwt. On Tuesday, receipts at Chicago totaled only 5,000, and prices were up as much as 50c over Monday prices.

Top price of hogs at Chicago on Monday was 10.80c; Tuesday, 11.15c. Light weight hogs on Monday were quoted at 10.50@10.75c; medium weights, 10.60 @10.80c; and heavy weights, 10.25@10.75c. All weights scored further gains Tuesday.

Official exports of lard for week ended February 1 were placed at 2,089,000 lbs., against 3,548,000 lbs. last year. Exports from January 1 to February 1 totaled 9,619,000 lbs., against 15,113,000 lbs. the same time last year.

There have been no indications of any further buying of lard by Germany the past week. Also, there was little or nothing new concerning Administration's crop control bill, although official Washington continued to predict the plan would be forced through Congress.

U. S. Bureau of Agricultural Economics placed production of lard in December at 74,009,000 lbs., compared with 109,999,000 lbs. in December 1934

and a five-year December average of 149,756,000 lbs. Production of lard from December 1, 1934, to November 30, 1935, was placed at 698,038,000 lbs.

PORK—Demand was fair at New York and market was steady. Mess was quoted at \$32.37 per barrel; family, \$31.37 per barrel; fat backs, \$21.25@29.25 per barrel.

LARD—Demand was fair and market steady at New York. Prime western was quoted at 11.20@11.30c; middle western, 11.20@11.30c; New York City tierces, 10%c; tubs, 11%c; refined Continent, 11%@11%c; South American, 11%@11%c; Brazil kegs, 11%@12c; compound, car lots, 11%c; smaller lots, 12c.

At Chicago, regular lard in round lots was quoted at 5c over March; loose lard, 47½c under March; leaf lard, 42½c under March.

(See page 42 for later markets.)

BEEF—Demand was fair but market was easy at New York. Mess was nominal; packer, nominal; family, \$19.00@20.00 per barrel; extra India mess, nominal.

CENTS PER LB. CASH TIERCED LARD & CASH LOOSE LARD



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows cash tierced lard and cash loose lard prices during 1935 and 1936 to date.

During January, 1936, lard prices reached the lowest levels in over a year and the bottom of a price decline which started during the latter months of 1935. The market strengthened somewhat during the latter part of January but has been weak during February. Price spread between cash tierced lard and cash loose lard has been wider during the first few weeks of 1936 than at any time in 1935.

ENGINEERED

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A practical packinghouse man designed the JOURDAN Process Cooker. He realized that the method he was using for sausage cooking was wasteful, inefficient and unsatisfactory. He decided to do something about it.

The JOURDAN Process Cooker was the result. Because it was designed by a practical operating man, the cooker corrected immediately all the faults of ordinary sausage cooking. With the JOURDAN, every piece of sausage is cooked exactly the same length of time. No burst, broken or tangled sausage. Color is evenly applied, at lower cost, while sausage is being cooked. Shrink is definitely lower.

The JOURDAN Process Cooker is guaranteed to lower your sausage cooking costs, give you a superior product. We say this with full confidence, because the JOURDAN is engineered to meet your needs! Write for details of our free trial offer!

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Manufactured under the following patents: No. 1,690,449 dated Nov. 6, 1928, and No. 1,921,231 dated Aug. 8, 1933. Other Patents Pending.

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H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mett-wurst), Chili Con Carne, Rouladen Delicatessen, Wonder Pork Sausage Seasonings, New Deal Lyone Seasoning and Special NEVERFAIL Curing Compound.

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PURE LARD**

Whiteness
in
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Write us today for full information
on how to make your lard the
best, always!

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Hog Cut-Out Values Little Changed from Week Earlier

VERAGE product values and hog costs were higher during the first four days of the current week than during the same period a week earlier. However, product values gained somewhat on hog prices, so that cut-out losses are slightly lower than during the previous similar period.

The weather was the most important single factor in the hog and pork product markets. Hog receipts were light, totaling only 40,000 head for the four days, compared with 51,000 head during the first four days a week earlier. Only

3,000 hogs were received at Chicago Monday. Tuesday 5,000 head were marketed; Wednesday, 14,000; Thursday, 18,000. Tops on these four days were \$10.80, \$11.15, \$10.75 and \$11.00 respectively. The top of \$11.00 on Thursday, when 18,000 hogs were received, 25c above the previous day's top, due to shippers' purchases.

Product was quiet and steady during the period, loins being the only major cut to show any considerable price changes. That demand for product is dull, despite weather that should en-

courage pork consumption, is evidenced by the figures on storage stocks on February 1, published on another page of this issue. These show that during January stocks of pork in storage gained nearly 109 million pounds.

The following test is worked out on the basis of live hog costs and green product prices at Chicago during the first four days of the current week, average costs and credits being used. The figures are typical of Chicago only. In other sections of the country local costs and credits should be used.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	180-220 lbs.			220-260 lbs.			260-300 lbs.		
	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
Regular hams.....	14.0	18 1/8	\$ 2.54	13.70	17 3/4	\$ 2.43	13.30	17 1/8	\$ 2.28
Picnics.....	5.60	13 3/4	.77	5.30	13.0	.69	5.00	12 3/8	.62
Boston butts.....	4.00	20 1/8	.80	4.00	20 1/8	.80	4.00	20 1/8	.80
Loins (blade in).....	9.80	21 1/8	2.09	9.50	20 1/8	1.96	9.00	19 1/8	1.77
Bellies, S. P.....	11.00	18 1/8	2.07	8.70	18.0	1.57	3.50	17.0	.60
Bellies, D. S.....	.....	.....	.....	3.00	14 1/8	.44	9.00	13 1/2	1.22
Fat backs.....	2.00	7 1/4	.16	4.00	8.0	.32	5.00	9 1/4	.46
Plates and jowls.....	2.50	8 1/4	.21	2.50	8 1/4	.21	3.30	8 1/4	.27
Raw leaf.....	2.00	10 1/8	.20	2.10	10 1/8	.21	2.20	10 1/8	.22
P. S. lard, rend. wt.....	12.60	11.0	1.39	11.90	11.0	1.31	11.50	11.0	1.27
Spareribs.....	1.50	16 1/8	.24	1.50	16 1/8	.24	1.50	16 1/8	.24
Trimmings.....	3.00	12 1/2	.36	2.80	12 1/2	.35	2.70	12 1/2	.34
Feet, tails, neckbones.....	2.00	.....	.10	2.00	.....	.10	2.00	.....	.10
Offal and misc.....	.....	.....	.36	.....	.....	.36	.....	.....	.36
 TOTAL YIELD AND VALUE.....	70.00		\$11.29	71.00		\$10.99	72.00		\$10.55
 Cost of hogs per cwt.....		\$10.79			\$10.78			\$10.68	
Condemnation loss.....		.05			.05			.05	
Handling and overhead.....		.73			.64			.61	
 TOTAL COST PER CWT. ALIVE.....		\$11.57			\$11.47			\$11.34	
TOTAL VALUE.....		11.29			10.99			10.55	
 Loss per cwt.....		.28			.48			.79	
Loss per hog.....		\$.56			\$ 1.15			\$ 2.21	

EXPORT NOTES

A Spanish ministerial order grants the same import quotas to the United States for 1936 as prevailed for 1935 on sausage casings, hams, salt pork, bacon and lard.

Cuba imported 24,550,208 lbs. of hog lard during 1935, against 26,109,198 lbs. in 1934. Practically all of this lard came from the United States, the decline in volume being caused by higher prices in this country. Cuban trade in mixed lard registered a sharp advance during 1935, according to the U. S. Department of Commerce. It was quoted at from 1 to 2 cents per lb. less than pure lard. Differential between pure and compound lard ranged from 2 to 5 cents per lb. Following prices prevailed

for 1,000-lb. lots at Habana on January 16: hog lard, \$17.57 per cwt.; mixed lard, \$16.32, and compound lard, \$15.00.

France is admitting a number of fatty substances duty free for use in manufacture of soaps, oleic acid, stearic acid and margarines for exportation. Among fats allowed free admission are crude and hydrogenated tallow, bone tallow, lard, oleomargarine and a number of pure fixed vegetable oils.

LARD, COMPOUND PRODUCTION

Lard production in United States federally inspected establishments during 1935 is estimated at 662,000,000 lbs. by the U. S. Department of Agriculture, a decrease of 679,000,000 lbs. from 1934.

The 6-year average of lard production (1929-1934) is reported as 1,571,960,000 lbs.

Production of lard compound and other vegetable shortenings in 1935 amounted to 1,536,920,883 lbs. compared to 1,150,676,339 lbs. in 1934, an increase of 386,244,544 lbs., as computed from preliminary figures of the Bureau of the Census.

CHICAGO PROVISIONSHIPMENTS

Provision shipments from Chicago for the week ended Feb. 8, 1936:

	Week Feb. 8.	Previous week.	Same week, '35.
Cured Meats, lbs.	19,036,000	16,098,000	14,727,000
Fresh Meats, lbs.	47,049,000	46,523,000	45,067,000
Lard, lbs.	1,756,000	3,473,000	5,196,000



George Washington. Born February 22, 1732. Soldier, statesman, patriot, first President of the United States. At Mount Vernon, his great estate on the Potomac River, sausage in NATURAL CASINGS was often served.



In WASHINGTON'S DAY

sausage was stuffed in NATURAL CASINGS to retain the juices, improve the flavor and boost the quality.

TODAY — 204 years after the birth of Washington sausage at its finest is *still* stuffed in NATURAL CASINGS. Today, as in Washington's time, people who know good sausage appreciate the finer flavor and higher quality that NATURAL CASINGS make possible. Packers and sausage manufacturers realize this fact and insist on casings from SALZMAN. They get finer and more uniform casings, better service, *and they pay no more*. Try SALZMAN on your next casing order!

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4021 Normal Avenue

Chicago, Illinois

"Sausage—Finer Tasting in Natural Casings"

**A COMPLETE UNIT for
Fresh Cleaning Casings**



Capacity:
250 Sets of Hog Casings
per Hour

THE GLOBE CO.

Complete Equipment for Meat Packers and Sausage Manufacturers

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CHICAGO, ILLINOIS

*This new GLOBE UNIT belongs in
your plant. Get the details today!*

PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended Feb. 8, 1936:

POKE		Week ended Feb. 8, 1936	Week ended Feb. 9, 1936	Nov. 1, 1935 to Feb. 8, 1936
	bbls.	bbls.	bbls.	bbls.
Total	43	464		
United Kingdom		50		
Continent	43	254		
West Indies		160		

BACON AND HAMS.

Total	M lbs.	M lbs.	M lbs.
Total	2,584	3,900	27,808
United Kingdom	2,580	3,900	27,674
Continent			14
West Indies	4		118
Other countries		2	

LARD.

Total	M lbs.	M lbs.	M lbs.
Total	1,060	3,450	26,068
United Kingdom	1,050	3,150	25,443
Continent		2	1,827
St. and Ctr. America		38	
West Indies	1	264	216
Other countries		2	

TOTAL EXPORTS BY PORTS.

From	Pork, bbls.	Hams, M lbs.	Lard, M lbs.
New York		187	778
Boston		15	
Baltimore		144	
W. St. John	2,260	559	
Halifax	112	179	

SUMMARY NOV. 1, 1935, TO FEB. 8, 1936			
1935 to 1934	De-	1935.	Increase.
Pork, M lbs.	93	177	84
Bacon and Hams, M lbs.	27,808	41,187	13,379
Lard, M lbs.	26,988	40,799	22,811

MEAT AND LARD STOCKS

Stocks of pork meats in the United States increased substantially during January. The gain was approximately 109 million pounds, compared with stocks a month earlier. Frozen pork in storage increased 46,681,000 lbs.; D. S. meats, 25,124,000 lbs.; S. P. meats, 39,968,000 lbs. Stocks of all pork cuts, however, are well under the 5-year average on February 1.

Pork frozen and placed in cure during January totaled 240,818,000 lbs., 45,907,000 lbs. more than were frozen and placed in cure a month earlier. Lard stocks gained 22,993,000 lbs. during January but are 19,259,000 lbs. under the 5-year average on February 1.

Stocks of meat and lard on hand in the United States on February 1, 1936, are reported by the U. S. Bureau of Agricultural Economics as follows:

STORAGE STOCKS

Government Report on Storage Stocks in U. S.			
Feb. 1, '36	Jan. 1, '36	5-Year Av.	1-lbs.
Beef, frozen	82,624,000	84,329,000	53,850,000
In cure	16,466,000	19,177,000	14,494,000
Cured	5,481,000	4,954,000	6,311,000
Pork, frozen	101,951,000	58,270,000	189,406,000
D. S. in cure	46,966,000	34,851,000	51,451,000
D. S. cured	32,995,000	19,986,000	45,376,000
S. P. in cure	165,155,000	141,158,000	231,328,000
S. P. cured	88,123,000	72,512,000	159,216,000
Lamb and Mutton, frozen	2,321,000	3,025,000	3,212,000
Frozen and Cured			
Trim's, etc.	79,324,000	74,376,000	78,277,000
Lard	75,771,000	52,718,000	95,030,000

Product placed in cure during: Jan. 1936 Jan. 1935

Beef from carcasses 16,864,000 18,235,000

Beef placed in cure 179,000 180,000

Pork frozen 64,022,000 53,204,000

D. S. pork placed in cure 47,493,000 30,134,000

S. P. pork placed in cure 129,303,000 112,100,000

Lamb and Mutton frozen 604,000 522,000

NOTE: Meats from "drought-stricken livestock" held for account of Federal Emergency Relief Administration are not included in above figures.

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, FEBRUARY 8, 1936.

LARD—Open. High. Low. Close.

Mar. 10.90 11.05 10.90 10.92 1/2 ax

July 10.77 1/2 10.90 10.77 1/2 10.87 1/2 ax

Sept. 10.87 1/2 10.02 1/2 10.87 1/2 10.87 1/2 ax

CLEAR BELLIES—May 14.45n 14.45n

MONDAY, FEBRUARY 10, 1936.

LARD—Open. High. Low. Close.

Mar. 11.05 11.05 11.00 11.05b

July 10.90 10.90 10.87 1/2 10.87 1/2 ax

Sept. 10.77 1/2 10.82 1/2 10.75 10.82 1/2 b

CLEAR BELLIES—May 14.45n 14.45n

TUESDAY, FEBRUARY 11, 1936.

LARD—Open. High. Low. Close.

Mar. 11.05 11.05 10.92 1/2 10.97 1/2

July 10.85 10.85 10.82 1/2 10.87 1/2

Sept. 10.77 1/2 10.82 1/2 10.85 10.87 1/2 b

CLEAR BELLIES—May 14.45n 14.45n

WEDNESDAY, FEBRUARY 12, 1936.

Holiday—No market.

THURSDAY, FEBRUARY 13, 1936.

LARD—Open. High. Low. Close.

Mar. 11.00 11.00 10.95 10.92 1/2 b

July 10.95 10.95 10.85 10.90

Sept. 10.87 1/2 10.87 1/2 10.85 10.87 1/2 b

CLEAR BELLIES—May 14.45n 14.45n

FRIDAY, FEBRUARY 14, 1936.

LARD—Open. High. Low. Close.

Mar. 11.02 1/2 11.02 1/2 11.00 11.05b

July 10.95 10.95 10.92 1/2 10.95ax

Sept. 10.87 1/2 10.87 1/2 10.85 10.87 1/2 b

CLEAR BELLIES—May 14.45n 14.45n

Key: ax, asked; b, bid; n, nominal; —, split.

Point of origin. Commodity. Amount.

Argentina—Canned corned beef 221,082 lbs.

Argentina—Canned roast beef 9,000 lbs.

Canada—Bacon 5,000 lbs.

Canada—Fresh chilled pork 5,982 lbs.

Canada—Sausage 950 lbs.

Canada—S. P. ham 19,500 lbs.

Canada—Frozen beef 21,367 lbs.

Canada—Fresh chilled beef 20,885 lbs.

England—Smoked bacon 37 lbs.

England—D. S. hams 97 lbs.

France—Cooked sausage 169 lbs.

France—Pork liverpaste 741 lbs.

Germany—Smoked ham 3,029 lbs.

Germany—Smoked sausage 1,150 lbs.

Germany—Bacon 1,301 lbs.

Irish Free State—Smoked bacon 1,504 lbs.

Poland—Cooked ham 94,371 lbs.

Poland—Smoked sausage 6,450 lbs.

Poland—Cooked sausage 6,961 lbs.

Poland—Smoked pork loins 1,270 lbs.

Poland—Salamis 1,334 lbs.

Poland—Liverpaste 5,600 lbs.

Poland—Smoked bacon 313 lbs.

Poland—Liverpaste 12,277 lbs.

Uruguay—Canned brisket beef 3,360 lbs.

Uruguay—Canned corned beef 50,706 lbs.

CASH PRICES

Based on actual carlot trading Thursday, February 13, 1936.

REGULAR HAMS.

Green. *S.P.

10 20 1/2 20 1/2

11 1/2 17 1/2 17 1/2

12 1/2 17 1/2 17 1/2

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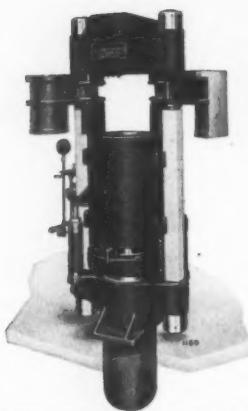
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FRENCH CURB PRESS

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PURER GREASE
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cut lubrication 90%, reduce
power consumption 30%.
Grindler Hogs are fool-proof!
Give more uniform results,
quicker rendering, better yields.
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most modern construction.

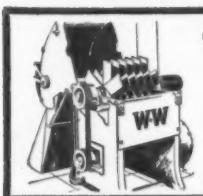
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There are Grindler Crushers
and Pulverizers for horns, hoofs,
bones (dry and green), beef
and lard cracklings, tankage
and all by-products.

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**QUICK EASY GRINDING
of Tankage, Scrap, Bone, Etc.**

The W-W does every by-product grinding job for Packing Plants — better, faster and cheaper — Write for catalog and actual Packer testimonials —

W-W GRINDER CORP.
Dept. 207 Wichita, Kansas

PACKINGHOUSE BY-PRODUCT YIELDS

Estimated yield and production of by-products from slaughter under federal inspection, December, 1935, with comparisons:

	Average wt. per live weight.		Per cent of live weight.		Production					
	Dec. 1, 1934, 1935.	Dec. 1, 1935.	Dec. 1, 1934, 1935.	Dec. 1, 1935.	Dec. 1, 1934, 1935.	Dec. 1, 1935.	Dec. 1, 1934, 1935.	Dec. 1, 1935.	Dec. 1, 1934, 1935.	Per cent of average.
Edible beef fat ¹	29.17	29.17	3.21	3.17	278,076	24,182	23,580	25,808	106,72	106,72
Edible beef offal	34.63	35.96	3.51	3.01	528,543	20,806	24,147	31,815	152,91	152,91
Cattle hides	61.35	62.63	5.74	6.89	587,442	44,77	50,234	55,877	124,93	124,93
Edible calf fat ¹	1.66	1.66	0.73	0.78	7,608	526	600	747	142.02	142.02
Edible calf offal	7.32	7.34	3.88	3.77	41,108	2,587	2,969	3,610	139,54	139,54
Lard ²	25.35	25.81	11.44	11.31	698,638	149,736	109,909	74,009	49,42	49,42
Edible hog offal	7.84	8.27	3.51	3.62	213,527	30,255	27,447	23,714	78.38	78.38
Pork trimmings	15.82	14.82	7.09	6.49	433,623	64,608	55,606	42,496	65.78	65.78
Inedible hog grease ²	2.47	2.40	1.11	1.05	67,699	11,686	9,902	6,900	59.05	59.05
Sheep edible fat ¹	1.67	1.82	1.99	2.08	29,407	2,440	2,251	2,486	101.89	101.89
Sheep edible offal	2.24	2.40	2.67	2.75	39,297	2,905	2,613	3,278	112.84	112.84

¹Unrendered. ²Rendered.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel, Atlanta ports:

Feb. to June 30, 1936, inclusive. 23.00@ 24.00

Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....

nominal

@ 3.10

Blood dried, 16% per cent.

Fish scrap dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory.....

Fish meal, foreign, 11 1/4% ammonia, 10% B. P. L. c.l.f.a.

Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories

Soda nitrate, per net ton; bulk.....

Feb. to June 30.....

in 200-lb. bags.....

in 100-lb. bags.....

Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....

Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.

Bone meal, raw, 4 1/4 and 50 bags, per ton, c.i.f.

Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.....

Potash Salts.

Manure salt, 30% bulk, per ton....

Kainit, 20% bulk, per ton....

Muriate in bulk, per ton....

Sulphate in bags, per ton, basis 90%

Dry Rendered Tankage.

50% unground.....

60% ground.....

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, FEBRUARY 8, 1936.

High. Low. Close.

Mar. June 6.35@ 6.60

..... 6.35@ 6.65

MONDAY, FEBRUARY 10, 1936.

Mar. May 6.35@ 6.60

..... 6.35@ 6.60

June July 6.35@ 6.60

..... 6.40@ 6.60

TUESDAY, FEBRUARY 11, 1936.

Feb. Apr. July 6.15 6.45 6.35@ 6.60

..... 6.55 6.55 6.35@ 6.60

..... 6.45 6.45 6.30@ 6.60

Sales 9 lots.

WEDNESDAY, FEBRUARY 12, 1936.

Holiday, no market.

THURSDAY, FEBRUARY 13, 1936.

Mar. May 6.35@ 6.60

..... 6.35@ 6.60

June July 6.30@ 6.60

..... 6.30@ 6.60

No sales.

FRIDAY, FEBRUARY 14, 1936.

May 6.25@ 6.55

July 6.25@ 6.55

No sales. Closing 5 lower.

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, Feb. 12, 1936.—On account of very bad weather conditions, very little trading has been done in fertilizer materials in this section because fertilizer manufacturers have large stocks of mixed goods on hand which they must move out before taking on additional quantities of raw materials. Deliveries of mixed fertilizers have been at a standstill due to the snow and ice.

Dry rendered tankage is lower in price. Stocks of tankage and blood are starting to accumulate but prices have been holding up fairly well.

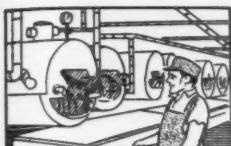
Some resale lots of Japanese sardine meal for spot delivery are offered for \$35.00 per ton or under.

LESS TALLOW MADE IN 1935

Tallow production in the United States during 1935 totaled 466,429,351 lbs., a decrease of 201,053,858 lbs. from the 667,483,209 lbs. produced in 1934. Included in these figures was a decrease in production of edible tallow to 73,891,891 lbs. in 1935 from 78,020,749 lbs. in 1934. Imports of animal oils, fats and tallow offset the decrease in domestic production. Imports of tallow in 1935 amounted to 245,850,922 lbs. against 42,813,299 lbs. in 1934. Imports of edible animal fats and oils during 1935 totaled 18,895,241 lbs. against 1,720,776 lbs. in 1934.

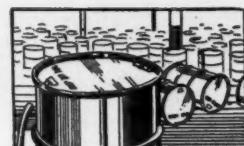
LARD AND GREASE EXPORTS

Exports of lard from New York City, Feb. 1, 1936, to Feb. 11, 1936, totaled 892,724 lbs.; greases, 252,000 lbs.; tallow, 17,600 lbs.; stearine, 14,800 lbs.



Tallows and Greases

Weekly Market Review



TALLOW—A moderate volume of trade and an easier tone featured market for tallow at New York. Fair offerings appeared, but buyers were still inclined to back away. Following last week's business in extra at 6½c f.o.b., there were offerings at 6¾c f.o.b., a decline of ¼c. No particular business was reported.

The U. S. Census Bureau report showed inedible production during the last quarter of 1935 totaled 107,527,408 lbs.; consumption, 172,674,242 lbs.; stocks December 31, 295,644,496 lbs. Imports for period were 38,873,536 lbs.

Total production in 1935 was given as 392,537,460 lbs., against 589,462,460 lbs. in 1934. Imports in 1935 totaled 245,850,952 lbs., compared with 42,813,299 lbs. in 1934.

Consumption during 1935 was given as 718,206,039 lbs., compared with 717,367,761 lbs. in 1934 and 566,730,661 lbs. in 1933.

Foreign tallow at New York continued to hold above the domestic market level. As a result interest was more or less flat. Some additional sales of tallow afloat, originally destined for this country, were reported made to Europe. The western market displayed a weaker tone.

On the New York Produce Exchange tallow futures were unchanged to 5 points higher than a week ago. Sales of February were made at 6.45c; April, 6.55c; July, 6.45c.

At New York, special was quoted at 6½@6¾c; extra, 6¾c f.o.b. asked; edible, 7¾c f.o.b.

At Chicago, market displayed little feature in tallow. Demand was small and routine, and tone was barely steady. Edible was quoted at 7½c; fancy, 6¾@7c; prime packer, 6¾c; special, 6c; No. 1, 5¾c.

At Liverpool, Argentine tallow, February-March shipment, was quoted at 32s 6d, unchanged from previous week. Australian good mixed tallow at Liverpool, February-March, was quoted at 28s 3d, off 3d for week.

STEARINE—Market was quiet and without change at New York the past week with interest routine. Oleo was quoted at 8¾@9c. At Chicago, market was quiet and about steady. Oleo was quoted at 8¾@9c.

OLEO OIL—Market was quiet but steady at New York and without particular change. Extra was quoted at 11½@12½c; prime, 11½@12c; lower grades, 10½@11½c. At Chicago, market was quiet but steady and unchanged. Extra was quoted at 11¾c.

LARD OIL—Aside from a steady tone there was little feature to the

market at New York. No. 1 was quoted there at 8¾c; No. 2, 8½c; extra, 11c; No. 1, 9c; prime, 14½c; extra winter strained, 11¼c.

(See page 42 for later markets.)

NEATSFOOT OIL—Market was quiet and very steady at New York. Cold test was quoted at 16¾c; No. 1, 9c; extra, 9½c; pure, 12¾c.

GREASES—Interest in greases was light at New York but some trading was reported on a basis of 5c for yellow and house. Consumers showed a disposition to take only immediate requirements, partly the result of the unsteady tone which is still prevalent in the tallow market. As a result, interest was limited and market routine. There were indications that the next important business may at lower levels.

At New York, choice house and yellow were quoted at 5@5½c; A white, 5½@5¾c; B white, 5½@5¾c; choice white, nominal.

At Chicago, market for greases was rather featureless. Interest was routine and inedible grades were quiet. Tone was barely steady, although offerings were not pressing. At Chicago, brown was quoted at 5c; yellow, 5½@5½c; B white, 5¾c; A white, 6½c; choice white, all hog, 7c.

BY-PRODUCTS MARKETS

Chicago, February 13, 1936.

Blood.

Market quoted \$8.25@8.35, Chicago.

Unit Ammonia.

Ground	\$8.30@8.40
Unground	3.25@3.35

Digester Feed Tankage Materials.

Best bids reported \$3.25@3.35 & 10c.

Unground, 10 to 20% ammonia	\$ 3.25@3.35 & 10c
Unground, 8 to 12%	3.15@3.25 & 10c
Liquid stick	2.50

Packinghouse Feeds.

Market firm and prices unchanged.

Carlots.

Digester tankage meat meal 60%	\$ 50.00
Meat and bone scraps, 50%	52.50
Steam bone meal, 65%, special feeding, per ton	28.00
Raw bone meal for feeding	52.50

Dry Rendered Tankage.

Market quiet and nominally 75@80c.

Hard pressed and exp. unground per unit protein	\$.75@ .80
Soft, prsd. pork, ac. grease & quality, ton	25.00
Soft, prsd. beef, ac. grease & quality, ton	50.00

Horns, Bones and Hoofs.

Prices largely nominal. Hoofs last sold at \$30.00.

Horns, according to grade	\$45.00@75.00
Cattle hoofs	280.00
Junk bones	17.00@17.50

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Bone Meals (Fertilizer Grades).

Market quiet and without features.

Steam, ground, 3 & 50	\$17.00@18.00
Steam, unground, 3 & 50	16.00@17.00

Fertilizer Materials.

High grade ground 10 to 12 is nominally \$2.50@2.65 & 10c.

High grd. tankage, ground, 10@12% am.	\$ 2.70@2.75 & 10c
Bone tankage, ungrd., low gd., per ton	16.00
Hoof meal	2.50@2.60

Gelatine and Glue Stocks.

Jaws, skulls and knuckles in good demand at \$24.50.

Calf trimmings	\$ 26.00
Shears, pizzles	20.00
Cattle jaws, skulls and knuckles	24.50
Hide trimmings	15.00
Pig skin scraps and trim, per lb.	5½c

Animal Hair.

Market rather slow.

Summer coil and field dried	2½@2½c
Winter coil, dried	3½@3½c
Processed, black winter, per lb.	9½@9½c
Processed, grey, winter, per lb.	8½@8½c
Cattle switches, each*	1½@2½c

*According to count.

NEW COLOR STANDARDS

The Fat Analysis Committee of the American Chemical Society and the American Oil Chemists' Society has adopted a new type of solution for use in its standard set of colors.

The new standards are sealed in ampules instead of the former stoppered tube closed with sealing wax. They are prepared as water or acid solutions of inorganic salts in place of the former solutions of organic dyes in glycerin. Their advantage lies particularly in their resistance to the action of light.

These new type standards are now ready for distribution. W. H. Irwin, chairman of the Fat Analysis Committee, therefore wishes to take this opportunity to ask all holders of color sets to send them in for replacement. Sets should be addressed to him at Swift & Company, Chemical Laboratory, U. S. Yards, Chicago. The usual nominal reconditioning charge will be made.

GEO. H. JACKLE

Broker

Tankage, Blood, Bones
Cracklings, Bonemeal
Hoof and Horn Meal

Chrysler Bldg.,
405 Lexington Ave.
New York City

PRODUCTION, MOVEMENT AND STOCKS OF FATS AND OILS

Factory production of fats and oils (exclusive of refined oils and derivatives) during the three-month period ended December 31, 1935, was as follows: Vegetable oils, 950,783,967 lbs.; fish oils, 108,078,048 lbs.; animal fats, 319,916,272 lbs.; and greases, 68,941,805 lbs.; a total of 1,447,720,092 lbs. Of the several kinds of fats and oils covered by this inquiry, the largest production, 572,478,390 lbs., appears for cottonseed oil. Next in order is lard with 186,878,762 lbs.; linseed oil with 156,568,904 lbs.; tallow with 131,251,660 lbs.; cocoanut oil with 84,509,030 lbs.

Production of refined oils during the period was: Cottonseed, 476,974,939 lbs.; cocoanut, 93,005,844 lbs.; peanut, 31,215,003 lbs.; corn, 34,717,181 lbs.; soybean, 25,494,057 lbs.; and palm-kernel, 6,218,533 lbs. Quantity of crude oil used in production of each of these refined oils is included in crude consumed.

Data for factory production, imports, exports and factory and warehouse stocks of fats and oils and for raw materials used in production of vegetable oils for the period follow:

PRODUCTION, CONSUMPTION, AND STOCKS OF FATS AND OILS.

Factory operations for the quarter ended Dec. 31, 1935.	Factory and Warehouse stocks Dec. 31, 1935.
Production. lbs.	Stocks Dec. 31, 1935. lbs.

VEGETABLE OILS.

Cottonseed, crude	552,478,390	131,842,842
Cottonseed, refined	476,974,939	401,283,547
Peanut, virgin and crude	28,762,408	17,459,477
Peanut, refined	31,215,003	12,031,210
Cocoanut or copra, crude	84,509,030	127,904,102
Cocoanut or copra, refined	93,005,844	23,992,411
Corn, crude	29,531,242	12,941,674
Corn, refined	34,717,181	7,682,391
Soybean, crude	43,712,220	20,330,177
Soybean, refined	25,494,057	10,133,752
Olive, edible	334,068	1,490,161
Other, edible		2,437,628
Sulphur oil or olive foots		18,092,890
Palm-kernel, crude	(1)	24,403,737
Palm-kernel, refined	6,218,533	1,726,857
Rapeseed		12,297,615
Linseed	156,568,904	146,532,064
Chinese wood or tung		19,006,265
Perilla	(1)	12,873,066
Castor	13,918,345	7,954,071
Palm		69,530,075
Sesame	5,639,908	10,060,131
Sunflower		1,023,795
All other	15,300,452	11,609,852

FISH OILS.

Cod and cod-liver	1,004,242	10,815,940
Other fish oils	106,395,806	164,167,526
Marine animals oils	(2) 678,000	37,683,737

(1) Included in "All Other" vegetable oils.

(2) Whale oil exclusively.

ANIMAL FATS.

Lard, neutral	1,042,985	863,087
Lard, other edible	165,835,777	53,953,214
Tallow, edible	23,724,252	12,006,661
Tallow, inedible	107,527,408	295,644,496
Neatsfoot oil	1,785,850	1,541,032

GREASES.

White	8,641,016	6,553,068
Yellow	15,326,998	14,619,312
Brown	13,859,616	15,176,548
Black	5,493,725	2,632,062
Tankage	9,000,014	1,450,453
Garbage or house	10,184,227	14,872,569
Wool	2,590,752	3,453,494
Recovered	358,845	1,362,616
All other	3,480,612	2,514,070

OTHER PRODUCTS.

Lard compounds and other lard substitutes	469,673,735	39,890,402
Hydrogenated oils	210,060,045	21,618,907
Stearine, vegetable	9,986,572	3,274,706
Stearine, animal, edible	13,115,067	5,722,423
Stearine, animal, inedible	3,068,818	7,756,828
Olive oil	20,632,438	4,900,139
Lard oil	7,464,049	4,245,600
Tallow oil	2,234,015	1,000,000
Fatty acids	32,328,001	15,062,231
Fatty acids, distilled	13,352,451	5,128,628

COTTON OIL TRADING

COTTONSEED OIL—Store oil demand was moderate at New York, but prices were steady with futures. Southeast and Valley crude was quoted at 8½¢ asked; Texas, 8½¢ sales.

Market transactions at New York:

Friday, February 7, 1936.

	Sales.	Range	Closing
Spot		Dec. 31.	Dec. 31.
Feb.	88	993	999 a trad
Mar.	11	1002	1002 a trad
May	14	1004	991 1002 a 04tr
June	144	991	1002 a 04tr
Aug.	36	990	984 992 a 994

Saturday, February 8, 1936.

	Sales.	Range	Closing
Spot		Dec. 31.	Dec. 31.
Feb.	16	1005	1000 1003 a 1005
Mar.	22	1007	1000 1004 a trad
June	19	1007	1002 1006 a 1007
Aug.	14	997	990 997 a 999

Monday, February 10, 1936.

	Sales.	Range	Closing
Spot		Dec. 31.	Dec. 31.
Feb.	19	1013	1010 1010 a 1013
Mar.	23	1010	1005 1008 a trad
June	15	1010	1005 1010 a 09tr
Aug.	10	1004	994 1002 a 1003

Tuesday, February 11, 1936.

	Sales.	Range	Closing
Spot		Dec. 31.	Dec. 31.
Feb.	10	1012	1004 1000 a 1007
Mar.	6	1008	1000 1004 a trad
June	20	1007	1000 1001 a 1003
Aug.	20	995	990 992 a 94tr

Wednesday, February 12, 1936.

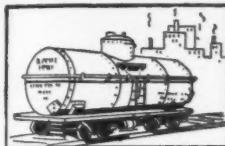
HOLIDAY—NO MARKET.

	Sales.	Range	Closing
Mar.		995	989 991 a 996
May	997	985	993 a
July	993	986	990 a
Sept.	989	980	983 a 988

(See page 42 for later markets.)

OIL RATE CUT AUTHORIZED

Authority to establish lower freight rates on animal and vegetable oils and olive oil foots, in carloads, from North Atlantic ports to destinations in Trunk Line and Central territories has been granted to railroads by the Interstate Commerce Commission. Such rates, it is reported, will make possible the shipment of domestic oils refined at the ports on a parity with imported products.



Vegetable Oils

Weekly Market Review



Trade Active—Market Steady— Cash Trade Fair—Crude Easier —Operations Mixed—Weather a Factor—Unsteadiness in Lard Against Upturn.

Considerable activity continued a feature in the cottonseed oil futures market the past week. Prices backed and filled over a modest range in a mixed trade and displayed a slightly steadier undertone. There was no particular new feature in oil itself, and the market showed a disposition at times to follow the trend in cotton, and at other times the fluctuations in lard.

There was less pressure in evidence this week, and under scattered profit taking and renewed outside absorption a better technical position was disclosed. Liquidation of late appeared to have strengthened the market. There was undoing of spreads between oil and other markets, oil being bought. Routine conditions attracted little attention, although the trade was still inclined to keep a watchful eye on developments in Washington.

Cash oil trade was reported fair. This was also true in lard, but this market met considerable opposition to rallies which was somewhat against oil bulges. Bad weather served to keep down movement to market, and caused a sharp bulge in hog prices. The trade argued these conditions were temporary and that they would be offset by a necessity for heavier feeding.

Oil Imports Liberal

There were intimations from Washington that the new farm plan would embrace excise taxes covering a broad list of agricultural commodities, and that beef, corn, rye, oats and hops had been tentatively considered for benefits. Consideration, it was said, was also being given to the advisability of placing compensating levies on products competing with those to be taxed directly.

The oil trade was awaiting the January statistical report due the latter part of this week. Some evening up was apparent in the market pending this report. Estimates on January consumption range from 225,000 to 250,000 bbls., compared with 204,000 bbls. in December and around 270,000 bbls. in January last year. Some believe a figure upwards of 200,000 bbls. for last month would be favorably received.

A feature that attracted attention during the week was a dispatch from London stating that "547,500 gallons of cotton oil had been shipped from Hull, England, to the United States the last

week end, the largest single shipment on record." The report added that "almost 1,000,000 gallons of oil had been shipped to the United States in the last few days."

Prospects of liberal imports and the outlook for a smaller January consumption than last year served to make for a continuation of mixed sentiment and a situation where the professional element was still inclined to oppose upturns.

Crude oil was easier. Southeast and Valley were quoted at 8 1/2c asked. Sales were reported in Texas at 8 1/2c.

COCOANUT OIL—Consumer interest at New York was very light, and prices were easier at 4 1/2c. At the Pacific Coast, market was quoted at 4 1/2c.

CORN OIL—Demand was quiet at New York. Market was easier and quoted at 9 1/2c asked, a decline of 1/2c from the previous week.

SOYA BEAN OIL—Trade was dull at New York, and market was weak. Spot oil was quoted at 7 1/2c; futures, 7@7 1/4c.

PALM OIL—Market was reported quiet at New York, but prices showed little change from a week ago. Spot

Nigre was quoted at 4 1/2c; shipment Nigre, 4.35@4.55c.

PALM KERNEL OIL—Market was more or less nominal at New York and quoted around 5 1/2c for shipment.

OLIVE OIL FOOTS—Trade was routine but fair at New York. Prices were steady. Spot foots were quoted at 8 1/2c; shipment, 8c.

RUBBERSEED OIL—Market nom.

SESAME OIL—Market nominal.

PEANUT OIL—Demand was quiet at New York, and market was barely steady with other oils. Crude was quoted at 8 1/2c nominal.

NEW MARGARINE LEGISLATION

A wide variety of margarine legislation has reappeared with the reconvening of congress and state legislatures. Congress is again considering the Kleberg bill under which markets for domestic fats and oils would be protected by a 10-cent a pound tax on margarine containing any foreign fats and oils. J. S. Abbott, secretary, Institute of Margarine Manufacturers, reports that the following measures have also been introduced in the house of representatives and are now in hands of committees:

Five bills to tax all margarine, two of which call for a levy of 10 cents a pound, two for a 6-cent and one for a 5-cent tax; two bills to prohibit manufacture and sale of margarine; a bill to impose a tax of 7 1/2 cents a pound on food products containing imported oils; a bill to prohibit sale of margarine containing less than 75 per cent animal fat and a bill prohibiting interstate shipment of adulterated margarine.

The Kentucky legislature is considering a proposal to impose a 5-cent a pound tax on margarine with license fees on retailers, jobbers and manufacturers. This bill has been reported favorably in the lower house. A bill imposing a similar tax has been introduced in the New York legislature.

Resolutions condemning interstate barriers and the Wisconsin margarine tax and memorializing congress to repeal margarine taxes on products made from domestic fats and oils have been passed by the Mississippi legislature.

Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., Feb. 13, 1936.—Crude cottonseed oil, 8 1/2c lb., Valley; cottonseed meal, \$20.00 f.o.b. Memphis, prompt shipment.

Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., Feb. 13, 1936.—Prime cottonseed oil, 8 1/2c lb. Forty-three per cent cottonseed cake and meal, basis Dallas, for interstate shipment, \$21.50@21.75.

HULL OIL MARKETS

(Special Cable to The National Provisioner.)

Hull, England, Feb. 11, 1936.—Refined cottonseed oil, 27s 6d; Egyptian crude cottonseed oil, 25s.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were quiet and steady the latter part of week and little influenced by the weather, small hog arrivals and higher hog prices. Top hogs at Chicago \$11.15.

Cottoned Oil

Cotton oil was quiet, about steady and featureless. Trade was awaiting developments. Crude, Southeast and Valley, 8½@8¾c; Texas, 8½ nominal.

Quotations on bleachable cottonseed oil at close of market on Friday were: Mar., \$9.94@9.97; May, \$9.93@9.95; July, \$9.93@9.95; Sept., \$9.84@9.87. Tone steady; 35 sales.

Tallow

Tallow, extra, 6¾c lb. f.o.b.

Stearine

Stearine, 8½@8¾c.

Friday's Lard Markets

New York, February 14, 1936. — Prices are for export. Lard, prime western, \$11.20@11.30; middle western, \$11.20@11.30; city, 10%c; refined Continent, 11%@11%c; South American, 11%@11%c; Brazil kegs, 11%@12c; compound, 11%c in carlots.

BRITISH PROVISION IMPORTS

Liverpool Provision Trade Association reported imports during January, 1936:

Bacon (including shoulders) cwt.	20,063
Hams, cwt.	24,277
Lard, tons	1,097

The approximate weekly consumption ex Liverpool stocks is given below:

	Bacon, cwt.	Hams, cwt.	Lard, tons.
January, 1936	4,871	5,770	161
December, 1935	4,820	6,837	56
January, 1935	6,831	5,612	228

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to Feb. 14, 1936, show exports from that country were as follows: To the United Kingdom, 165,089 quarters; to the Continent, 23,474 quarters. Exports for week ending Feb. 7 were: To England, 93,309 quarters; Continent, 4,072 quarters.

MEAT AND LARD EXPORTS

Exports of pork, bacon and lard through port of New York during week ended February 14, were 97,300 lbs. of bacon and 247,713 lbs. of lard.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, February 14, 1936.—General provision market steady but dull; no demand for hams, very poor demand for lard.

Friday's prices were: Hams, American cut, 83s; hams, long cut, 90s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 67s; Wiltshires, unquoted; Cumbertons, 72s; Canadian Wiltshires, 82s; Canadian Cumbertons, 73s; spot lard, 58s.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended February 8, 1936, were 4,325,000 lbs.; previous week, 4,775,000 lbs.; same week last year, 6,221,000 lbs.; from January 1 to February 8 this year, 25,691,000 lbs.; same period a year ago, 34,777,000 lbs.

Shipments of hides from Chicago for the week ended February 8, 1936, were 4,183,000 lbs.; previous week, 3,695,000 lbs.; same week last year, 7,559,000 lbs.; from January 1 to February 8 this year, 26,244,000 lbs.; same period a year ago, 47,814,000 lbs.

WEEKLY HIDE IMPORTS

Imports of cattle hides at leading U. S. ports for week ended Feb. 1:

Week ending	New York	Boston	Phila.
Feb. 1, 1936	34,882	5,189	7,970
Jan. 25, 1936	9,185	408	803
Jan. 18, 1936	17,034	110	...
Jan. 11, 1936	36,185	...	415
Total 1936	129,458	14,707	13,088
Feb. 2, 1935	7,063	...	36
Jan. 26, 1935	9,401	...	...
Total same '35	67,430	...	409
Total so far: 1936—157,253. 1935—67,929.*			

*Does not include imports at Norfolk.

Who Makes Meat Price?

"Who Makes the Price of Meat?" is the title of an address by president R. H. Cabell of Armour and Company before the Chicago Association of Commerce, published in the December 7 issue of THE NATIONAL PROVISIONER.

Demand for this forceful presentation of the subject has been so great from packers and others that the address has been reprinted in leaflet form for distribution in the trade and to consumers.

Extra copies may be obtained, singly or in quantity, upon application to THE NATIONAL PROVISIONER, 407 S. Dearborn st., Chicago, Ill.

CANADIAN STORAGE STOCKS

Stocks of meat in Canada:

	Jan. 1, '36	Dec. 1, '35	5-yr. av.
	lbs.	lbs.	lbs.
Beef	21,933,197	24,829,142	15,943,938
Veal	2,858,281	3,612,129	1,766,541
Pork	30,435,728	26,025,981	28,493,175
Mutton and lamb	5,576,568	7,480,457	6,824,202

N. Y. HIDE FUTURES PRICES

Saturday, Feb. 8, 1936—Close: Mar. 11.44@11.47; June 11.78 sale; Sept. 12.10 sale; Dec. 12.41n; sales 31 lots. Closing 10@12 higher.

Monday, Feb. 10, 1936—Close: Mar. 11.36n; June 11.71 sale; Sept. 12.03n; Dec. 12.33n; sales 28 lots. Closing 7@8 lower.

Tuesday, Feb. 11, 1936—Close: Mar. 11.40 sale; June 11.71@11.74; Sept. 12.05@12.06; Dec. 12.35n; sales 26 lots. Closing unchanged to 4 higher.

Wednesday, Feb. 12, 1936—Holiday.

Thursday, Feb. 13, 1936—Close: Mar. 11.40@11.43; June 11.75 sale; Sept. 12.05@12.09; Dec. 12.35n; sales 37 lots. Closing unchanged to 4 higher.

Friday, Feb. 14, 1936—Close: Mar. 11.37@11.39; June 11.69@11.70; Sept. 12.04 sale; Dec. 12.34n; sales 20 lots. Closing 1@6 lower.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Feb. 14, 1936, with comparisons, are reported as follows:

PACKER HIDES.

Week ended	Prev. week.	Cor. week.
Feb. 14.	...	1935.
Spr. nat. stra.	@14½@14½	@12n
Hvy. nat. stra.	@14½@2ax	@11b
Hvy. Tex. stra.	@14½@2ax	@10½b
Hvy. butt bran'd'd stra.	@14½@2ax	@10½b
Hvy. Col. stra.	@14ax	@10b
Ex-light Tex. stra.	10½@11n	@8½n
Brnd'd cows	@11	@8½
Lt. nat. cows	10½@11	@8½
Nat. cows	10½@11	8½@8½b
Nat. bulls	@10ax	@10n
Brnd'd bulls	9ax	9n
Calfskins	20½@22½	21@22½ 13@15½
Kips, nat.	@14ax	@14@10½
Kips, ov-wt.	12@12½	@12½@9½
Kips, bran'd'd	11½@11½	@11n@7½
Slunks, reg.	6@1.05	6@1.05@65
Slunks, hrls.	35	35@50

Light native, butt bran'ded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

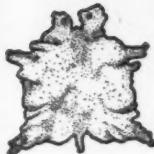
Nat. all-wts.	9½@10	10@10½	8½@8½n
Branded	9@9½	9½@10	7½@8n
Nat. bulls	8@8	8@8½	6@6½
Brnd'd bulls	7	7@7½	6@6½
Calfskins	17½@18½	18ax@18ax	10½@12
Kips	12@12½	12@12½	7@7½
Slunks, reg.	75@90	75@90n	40@50n
Slunks, hrls.	20@25n	20@25n	20@30n

COUNTRY HIDES.

Hvy. steers	@8½n	@8½n	@5½n
Hvy. cows	@8½n	@8½n	@5½n
Brnd'd	8½@9n	8½@9n	6@6½
Extremes	9½@9½	9½@10	6@6½
Bulls	6@6½	6@6½	3½@3½
Calfskins	12@12½	12@12½	7@7½
Kips	9½@9½	9½@9½	6@6½
Light calf	75@90n	75@90n	30@50n
Deacons	75@90n	75@90n	30@50n
Slunks, reg.	50@65n	50@65n	20@35n
Slunks, hrls.	10@15n	10@15n	5@10n
Horsehides	3.60@4.00	3.60@4.00	2.50@3.10

SHEEPSKINS.

Pkr. lambs	2.40@2.60	2.40@2.50	1.40@1.50
Sml. pkr.	...	...	...
lambs	2.00@2.25	1.90@2.25	1.00@1.25
Pkr. shearlings	1.10@1.25n	1.10@1.15	0.60@.70
Dry pelts	.18@19n	18@18½	10½@11½



Hides and Skins

Weekly Market Review

Chicago

PACKER HIDES—Another very dull week passed in the packer hide market, with the activity of the big packers confined to calfskins and kipskins. In the absence of bids for hides in fair quantities, packers are not disposed to talk asking prices; however, hides have been available all week at a half-cent down from the recent peak, or basis 14½c for native, butt branded and heavy Texas steers, 14c for Colorados, and 11c for light native and branded cows; heavy native cows were cleaned up previous week at 11c, with more wanted.

Buyers' ideas, in a general way, have been around a half-cent under the asked prices, but the interest has not been broad enough for packers to seriously consider such prices. If something should happen to broaden the interest of buyers to the extent that a near clean-up of holdings was possible, buyers and sellers might get together very quickly on the long-haired winter hides which constitute a good part of killers' holdings.

The only trading this week was sale by the Association late this week of 2,000 Jan.-Feb. light native cows at 10½c, or ½c down from last sale, and 2,000 Jan.-Feb. branded cows at an undisclosed figure; last previous sale of branded cows was on same basis as light cows. These hides, of course, run late winter take-off, while big packers' holdings of light cows date earlier, late Dec. forward, and they are not inclined to accept this price just now for the earlier dating hides.

The trade is awaiting news of the bids to be opened Feb. 19 for the Michigan "drought" hides being offered for sale from the government-owned stocks, but there is no certainty that bids will be accepted if sharply lower. According to recent announcement, while the government plans to dispose of their hides about 100,000 per month, they also indicated that they were anxious to avoid any action that would unduly upset market conditions.

OUTSIDE SMALL PACKER HIDES—Market quoted in a wider range. Buyers report sales of good stock from nearby points down to 9½c, selected, f.o.b. shipping point for natives, while most holders' ideas are around 10½c.

PACIFIC COAST—In common with other markets, buyers not showing much interest in Coast market. Holders' ideas have been 11½c for steers and 9¾c for cows, flat, f.o.b. shipping points, while some buyers indicated earlier than they might be interested at 11½c and 9¾c, but in absence of definite bids there is little price talk.

FOREIGN WET SALTED HIDES—Fairly active trade recently in South American market, with a little recovery from the recent low prices. At close of last week, 10,000 Uruguay steers were reported equal to 14%@1½c. A pack of Argentine steers was also reported at 88½ pesos, equal to 14½c, c.i.f. New York, as against 86½ pesos or 14½c paid earlier; 4,000 Argentines were also reported at 87 pesos, and 4,000 Santa Fe northerns at 89 pesos. Early this week 4,000 Anglos sold at 86½ pesos or about 14½c, followed by 4,000 Anglos to the States at 86½ pesos or 14½c; 2,000 Wilson light steers sold at 74½ pesos or 12½c; 1,000 Sannen light steers and 1,000 cows at 75 pesos or 12½c; 2,000 LaPlata light steers at 72 pesos or 12c.

COUNTRY HIDES—Trading in country hides has been very slow recently. The severe winter weather has hampered buyers in getting out into the country to purchase hides, and tanners have been holding off pending some definite trade on big packer light cows. Untrimmed all-weights are quoted around 8½@8¾c, selected, delivered, with buyers' ideas usually top at inside price. Heavy steers and cows around 8½c, nom. Buff weights 8¾@9c, trimmed, in a nominal way. Extremes generally quoted 9½@9¾c but most buyers' ideas top at 9½c. Bulls around 6@6½c; glues 5%@6c. All-weight branded around 7@7½c, flat.

CALFSKINS—Following the sale late last week of couple cars heavy Jan. packer calfskins at 22c for northerns and 6,000 Detroit, Cleveland and Evansville Jan. heavies at 22½c, previously reported, a packer sold 18,000 Jan. heavy calf, 9½/15-lb., at 22c for northern points and 20½c for River points. Jan. light calf, under 9½-lb., last sold earlier last week at 21c, and Milwaukee all-weights at 21c for packers and 20c for cities. Another packer sold 12,000 Jan. calf production late last week on private terms.

Car Chicago city calfskins, 10/15-lb., sold mid-week at 17½c, or ½c down, followed by a car of 8/10-lb. at 18½c or ½c advance; this reverses the position of the two weights, with more interest now in the light end. Outside cities, 8/15-lb., quoted around 17½@18c; mixed cities and countries around 15½c; straight countries 12@12½c. Chicago city light calf and deacons last sold at \$1.25, previous week.

KIPSKINS—As previously reported, Dec. northern native kips sold last week at 14c, and this is asked for Jan. natives. At close of last week one packer sold 2,300 more Jan. over-weight kips at 12½c for northerns, steady with a previously reported sale, at which time

southerns brought 11½c. One packer sold 6,500 Dec. kips on private terms, and followed later with Jan. production of about 7,000 at 13½c for northern natives and 12c for northern over-weights, southerns a cent less, and branded kips at 11c. However, another packer followed with 5,000 Jan. over-weights at 12½c for northerns and 11½c for southerns, and asking 11½c for brands.

Chicago city kipskins offered at 12½c, last trading price. Outside cities around 12@12½c; mixed cities and countries about 11c; straight countries around 9½c.

HORSEHIDES—Market has an easier trend, with demand scattered and light. Good city renderers, with full manes and tails, quoted around \$4.00 top; mixed cities and countries \$3.60@3.75, untrimmed.

SHEEPSKINS—Dry pelts quoted around 18@19c, nom. Shearing production is so light that it is difficult to quote prices in the absence of trading; each seller continues to quote their own last sale prices, one seller quoting \$1.25 for No. 1's, \$1.00 for No. 2's and 65c for No. 3's or clips; another packer quoted \$1.25, 85c and 55c, while sales were reported in other directions last at \$1.10@1.15 for No. 1's. Pickled skins appear firm, with couple cars first half Feb. big packer production sold this week at \$6.25 per doz., steady, although others ask \$6.50. Packer lamb pelts strong, on the strong wool market, and quoted around \$3.00@3.15 per cwt. live lamb, or \$2.40@2.60 each. Outside small packer lambs range \$2.00@2.25 each for Jan.-Feb. pelts, with small ones out, according to quality.

New York

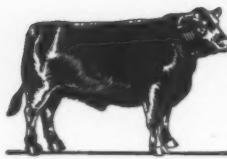
PACKER HIDES—New York Jan. production of steers was cleaned out earlier and no activity reported as yet on Feb. hides; market awaiting some action in the West to establish prices.

CALFSKINS—Early in the week, packers sold about 15,000 calfskins at prices a shade better than recent nominal quotations. The 5-7's sold at \$1.62½, 7-9's at \$2.15, 9-12's at \$2.70, 12/17 veal kips at \$3.05, and 12/17 buttermilks at \$2.80. Collectors' calf quotable nominally 10@15c lower.

NEW MEXICAN DROUGHT SALE

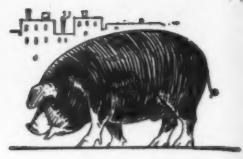
The offering of about 180,000 drought sheep pelts through the State of New Mexico, for which bids were opened Feb. 10th, resulted as follows: Lot No. 1—60,000 pelts 1 inch or over wool, approximately 4½-lb. each, 69c each. Lot No. 2—60,000 pelts ½@1 inch wool, approximately 4-lb. each, 62½c each. Lot No. 3—60,000 pelts under ½-inch wool, 3-lb. each average, 5.63 cents per lb. Lot No. 4—30,000 lbs. pelt pieces 5.27 cents per lb.

The total amount for the whole lot was approximately \$89,000, while the bids which had been rejected previously totaled about \$82,000.



Live Stock Markets

Weekly Review



LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, February 13, 1936, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. lt. (140-160 lbs.) gd-ch.	\$10.50@10.90	\$9.90@10.60	\$9.90@10.30	\$9.75@10.15	\$9.75@10.25
Medium	10.25@10.65	9.60@10.45	.....	.....	.....
Lt. wt. (160-180 lbs.) gd-ch.	10.60@10.95	10.35@10.80	10.10@10.30	9.85@10.25	10.10@10.25
Medium	10.35@10.70	10.00@10.65	.....	.....	9.50@10.10
(180-200 lbs.) gd-ch.	10.65@11.00	10.65@10.90	10.20@10.35	10.00@10.30	10.10@10.25
Medium	10.40@10.75	10.25@10.75	.....	.....	9.75@10.10
Med. wt. (200-220 lbs.) gd-ch.	10.70@11.00	10.65@10.65	10.25@10.35	10.10@10.30	10.00@10.25
(220-250 lbs.) gd-ch.	10.65@11.00	10.40@10.80	10.15@10.35	10.10@10.30	9.75@10.15
Hvy. wt. (250-290 lbs.) gd-ch.	10.50@10.95	10.15@10.60	10.05@10.30	9.90@10.25	9.50@9.85
(290-350 lbs.) gd-ch.	10.35@10.85	9.90@10.30	9.85@10.15	9.65@9.95	9.25@9.65

PACKING SOWS:

(275-350 lbs.) good	9.70@10.00	9.25@9.50	9.00@9.10	8.75@9.10	8.85@8.90
(350-425 lbs.) good	9.65@10.00	9.10@9.35	9.00@9.10	8.65@8.85	8.75@8.85
(425-500 lbs.) good	9.50@9.90	8.90@9.25	8.85@9.00	8.50@8.75	8.75@8.85
(275-350 lbs.) medium	9.15@9.75	8.65@9.25	8.65@8.90	7.75@8.75	8.75@8.85

SLAUGHTER PIGS:

(100-140 lbs.) gd-ch.	10.25@10.75	8.75@10.10	9.25@10.00	9.50@10.00	9.50@10.00
Medium	9.00@10.50	8.00@9.90	8.75@9.90	8.50@9.75	.....

Av. cost & wt. Wed. (pigs ex.) 10.52-243 lbs. 10.13-230 lbs. 9.97-238 lbs. 9.80-215 lbs. 9.00-215 lbs.

Slaughter Cattle, Calves and Vealers:

STEERS:

(550-900 lbs.) choice	9.75@11.25	9.25@10.75	9.00@11.25	9.00@10.75	9.50@11.00
Good	8.50@10.25	7.75@9.75	8.00@10.00	7.50@9.50	7.75@9.50
Medium	7.25@8.75	6.50@8.00	6.75@8.25	6.25@7.75	6.35@8.00
Common (plain)	5.75@7.25	5.25@6.75	5.25@6.75	5.25@6.25	5.15@6.50

STEERS:

(900-1100 lbs.) prime	.....	.....	.....	.....	.....
Choice	10.25@12.00	9.75@11.50	10.00@11.75	9.50@11.00	9.50@11.25
Good	8.75@11.00	8.00@10.25	8.25@10.50	7.75@9.75	8.00@10.00
Medium	7.25@8.75	6.75@8.00	6.75@8.50	6.25@8.00	6.50@8.00
Common (plain)	6.25@7.50	5.25@7.00	5.75@7.00	5.25@6.50	5.35@6.65

STEERS:

(1100-1300 lbs.) prime	12.00@13.00	.....	.....	.....	.....
Choice	11.00@12.00	10.25@11.75	10.50@11.75	.....	10.00@11.50
Good	8.75@11.25	8.00@10.75	8.50@10.75	8.00@10.00	8.00@10.25
Medium	7.50@8.75	7.00@8.25	7.00@8.75	6.50@8.25	6.65@8.25

STEERS:

(1300-1500 lbs.) prime	12.00@13.00	.....	.....	.....	.....
Choice	11.25@12.00	.....	10.75@11.75	.....	10.25@11.75
Good	8.75@11.50	8.25@10.75	8.75@10.75	8.25@10.00	8.25@10.50
Medium	7.50@8.75	7.00@8.25	7.00@8.75	6.50@8.25	6.65@8.25

HEIFERS:

(550-750 lbs.) choice	8.25@9.50	8.00@9.00	7.75@8.50	7.75@8.75	8.00@9.35
Good	7.50@8.25	7.00@8.00	6.75@7.75	6.50@8.00	6.75@8.00
Com. (plain)-med.	5.75@7.50	5.25@7.00	5.25@6.75	5.00@6.50	5.00@7.00

HEIFERS:

(750-900 lbs.) gd-ch.	7.50@10.50	.....	6.75@9.00	6.50@9.00	7.00@9.75
Com. (plain)-med.	5.50@7.50	.....	5.25@6.75	5.00@6.75	5.15@7.25

COWS:

Choice	6.00@6.75	5.75@6.75	5.75@6.50	5.75@6.50	5.75@6.50
Good	5.40@6.00	5.00@5.75	5.00@5.75	4.75@5.75	4.85@5.75
Com. (plain)-med.	4.25@5.40	3.50@5.00	4.00@5.25	3.50@4.75	3.65@5.00
Low cut-cut	4.25@5.40	3.50@5.00	4.00@5.25	3.50@4.75	3.65@5.00

BULLS: (Yrs. Ex.)

Good (beef)	6.75@7.50	7.00@7.50	6.75@7.25	6.25@6.75	6.35@6.85
Cut-com. (plain)-med.	6.00@7.25	5.00@7.00	6.00@7.25	4.50@6.50	4.85@6.60

VEALERS:

Gd-ch.	10.50@13.00	11.50@12.75	9.50@11.00	8.50@11.50	9.50@12.00
Medium	8.00@10.50	10.00@11.50	7.50@9.50	6.00@8.50	7.50@9.50
Cul-com. (plain)	6.00@8.00	5.00@10.00	5.00@7.50	4.50@6.00	5.00@7.50

CALVES:

(250-550 lbs.) gd-ch.	8.00@10.00	7.00@9.00	6.50@8.75	6.50@8.25	8.00@10.50
Com. (plain)-med.	5.00@8.00	4.50@7.00	4.50@6.50	4.00@6.75	5.00@8.00

Slaughter Sheep and Lambs:

LAMBS: (Wooled)	10.40@10.65	10.35@11.00	10.00@10.25	10.00@10.25	10.00@10.35
Good	9.60@10.50	9.85@10.50	9.25@10.00	9.50@10.00	9.50@10.00
Medium	9.25@9.75	9.25@10.00	8.75@9.25	8.50@9.50	8.75@9.50
Common	8.75@9.40	7.50@9.35	8.25@8.75	7.50@8.50	8.00@8.75

YEARLING WETHERS (Wooled)

Gd-ch.	9.00@9.75	8.75@9.75	8.00@9.25	8.25@9.00	8.50@9.50
Medium	8.00@9.10	7.50@8.75	7.00@8.00	7.25@8.25	7.25@8.50

EWES: (Wooled)

Gd-ch.	4.00@5.00	3.75@4.75	4.00@5.00	4.25@4.75	4.25@4.85
Com-med.	3.25@4.25	2.75@4.00	2.75@4.00	2.50@4.25	3.00@4.25

CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., Feb. 13, 1936.—Hog markets at 20 concentration points and 9 packing plants in Iowa and Minnesota were 5@10c higher than Wednesday. General truck range good to choice 180 to 250 lbs., \$9.90@10.10, spots \$10.20; rails, \$10.35, few \$10.40; 250 to 290 lbs. by truck, \$9.75@10.00; 290 to 350 lbs., \$9.45@9.80, few \$9.85; 160 to 180 lbs., \$9.70@9.90; better 140 to 160 lbs., \$9.15@9.70; light sows, \$8.90@9.15; rails, \$9.30 or slightly higher; heavy and medium weights off truck, \$8.45@9.00.

Receipts week ended Feb. 13, 1936:

	This week.	Last week.
Top prices	Top prices	Top prices
Toronto	\$ 6.75	\$ 6.75
Montreal	6.25	6.00
Winnipeg	5.50	5.50
Calgary	5.00	5.00
Edmonton	4.75	5.00
Prince Albert	5.00	5.25
Moose Jaw	5.00	5.00
Saskatoon	4.00	4.00

CANADIAN LIVESTOCK PRICES

BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended Feb. 6.	Last week.	Same week.
Toronto	\$ 6.75	\$ 6.75	\$ 6.25
Montreal	6.25	6.00	6.00
Winnipeg	5.50	5.50	5.50
Calgary	5.50	6.00	5.25
Edmonton	5.00	5.00	5.00
Prince Albert	5.00	5.25	5.25
Moose Jaw	5.00	5.00	5.00
Saskatoon	4.00	4.00	4.00

GOOD LAMBS.

	Cattle.	Calves.	Hogs.	Sheep.

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SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER.

CATTLE.

	Week ended	Prev. week,	Cor. week.
Chicago	23,137	27,691	27,926
Kansas City	20,643	20,120	18,289
Omaha	18,191	19,122	15,576
East St. Louis	11,477	17,197	13,711
St. Joseph	7,328	6,539	4,971
Sioux City	9,843	11,100	7,537
Wichita	3,585	3,616	2,815
Fort Worth	7,889	7,785	...
Philadelphia	1,959	2,087	2,148
Indianapolis	1,996	2,046	2,017
New York & Jersey City	8,770	9,202	9,226
Oklahoma City	11,042	8,731	4,689
Cincinnati	3,240	3,500	3,716
Denver	4,118	4,486	3,063
St. Paul	8,913	10,901	11,580
Milwaukee	1,695	2,897	4,244
Total	150,270	157,069	130,065

HOGS.

Chicago	54,272	68,817	82,655
Kansas City	34,519	40,501	30,266
Omaha	22,718	26,603	21,395
East St. Louis	42,317	42,510	29,799
St. Joseph	13,865	18,069	13,040
Sioux City	16,496	19,729	16,008
Wichita	4,758	3,636	4,173
Fort Worth	8,906	8,290	...
Philadelphia	12,590	15,871	14,906
Indianapolis	9,017	11,503	9,811
New York & Jersey City	38,853	41,370	41,287
Oklahoma City	6,574	6,029	6,218
Cincinnati	12,247	11,406	9,729
Denver	7,630	8,310	8,223
St. Paul	16,087	20,859	10,438
Milwaukee	5,176	10,184	5,469
Total	306,651	390,380	309,407

SHEEP.

Chicago	42,483	54,211	44,970
Kansas City	22,690	22,217	16,818
Omaha	27,319	29,784	16,314
East St. Louis	7,977	5,627	4,346
St. Joseph	23,792	23,315	18,320
Sioux City	22,342	19,439	17,169
Wichita	3,178	5,400	1,182
Fort Worth	3,232	3,315	...
Philadelphia	3,702	4,125	4,335
Indianapolis	3,158	3,708	2,064
New York & Jersey City	69,198	75,033	50,262
Oklahoma City	1,470	1,368	643
Cincinnati	2,060	3,675	823
Denver	5,018	5,955	3,122
St. Paul	14,106	18,182	6,730
Milwaukee	2,147	2,243	860
Total	255,081	277,597	187,985

CANADIAN EXPORTS TO U. S.

	Dec., 1935.	12 mos., 1935.	12 mos., 1935.
Cattle, No.	2,104	102,934	6,058
Calves, No.	412	20,567	226
Hogs, No.	4,783	14,999	1,009
Sheep, No.	204	2,195	1,425
Beef, lbs.	288,400	5,985,700	379,000
Bacon, lbs.	31,400	392,000	394,100
Pork, lbs.	237,300	3,866,500	156,300
Mutton & lamb, lbs.	6,100	34,700	31,100
Canned meat, lbs.	212	2,036	2,406
Lard, lbs.	300	1,000	...
Lard compound, lbs.	26,100	586,700	97,700

RECEIPTS AT CHIEF CENTERS

Week ended Feb. 8, 1936:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Feb. 8.	179,000	327,000	290,000
Previous week	213,000	364,000	316,000
1935	176,000	348,000	249,000
1934	177,000	406,000	252,000
1933	162,000	501,000	323,000

At 11 markets:	Cattle.	Hogs.	Sheep.
Week ended Feb. 8.	261,000	...	...
Previous week	293,000	...	...
1935	302,000	...	...
1934	349,000	...	...
1933	418,000	...	...
1932	636,000	...	...

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Feb. 8.	131,000	235,000	184,000
Previous week	139,000	240,000	199,000
1935	130,000	284,000	181,000
1934	139,000	292,000	187,000
1933	120,000	359,000	223,000
1932	123,000	577,000	224,000

PACIFIC COAST LIVESTOCK

Receipts five days ended Feb. 7, 1936:

Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	5,962	606	590
San Francisco	2,150	45	1,350
Portland	2,315	120	3,250

DIRECTS—Los Angeles: Cattle, 56 cars; hogs, 89 cars; sheep, 65 cars. San Francisco: Cattle, 100 head; calves, 75 head; hogs, 2,500 head; sheep, 3,125 head.

CANADIAN INSPECTED KILL

Dec.	12 mos., 1935.	12 mos., 1934.
Cattle	92,570	789,711
Calves	26,325	586,851
Hogs	205,824	2,806,823
Sheep	53,528	861,228

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.

	NEW YORK.	PHILA.	BOSTON.
Week ending Feb. 8, 1936.	9,651	2,036	2,817
Week previous	9,023	2,628	2,479
Same week year ago.	7,358	1,803	1,890
Week ending Feb. 8, 1936.	2,082	1,542	1,658
Week previous	1,620	1,058	2,170
Same week year ago.	2,375	1,337	1,842
Week ending Feb. 8, 1936.	144	375	1
Week previous	210 $\frac{1}{2}$	290	40
Same week year ago.	102	313	8
Week ending Feb. 8, 1936.	13,710	1,765	894
Week previous	11,022	1,533	428
Same week year ago.	14,626	2,132	1,000
Week ending Feb. 8, 1936.	35,378	13,042	18,900
Week previous	34,829	11,599	17,634
Same week year ago.	40,775	11,916	17,414
Week ending Feb. 8, 1936.	5,199	1,770	990
Week previous	7,028	2,328	1,395
Same week year ago.	803	304	400
Week ending Feb. 8, 1936.	2,021,745	494,728	347,074
Week previous	1,810,268	613,874	262,870
Same week year ago.	1,900,793	475,963	316,988
Week ending Feb. 8, 1936.	480,853	...	...
Week previous	384,545	...	...
Same week year ago.	662,284	...	...

LOCAL SLAUGHTERS.

Week ending Feb. 8, 1936.	8,770	1,950	...
Week previous	9,202	2,987	...
Same week year ago.	9,226	2,148	...
Week ending Feb. 8, 1936.	14,320	2,640	...
Week previous	12,983	1,920	...
Same week year ago.	14,070	3,061	...
Week ending Feb. 8, 1936.	38,853	12,590	...
Week previous	41,370	15,871	...
Same week year ago.	41,287	14,906	...
Week ending Feb. 8, 1936.	69,198	3,702	...
Week previous	75,033	4,125	...
Same week year ago.	50,262	4,335	...

BEMIS BEEF BLEACHING CLOTHS

Make beef look smooth, clean and white. Better looking beef sells better and brings better prices.

TEST for yourself the high absorbency of Bemis Beef Bleaching cloth. We'll be glad to send you a sample made into a penwiper that will come in handy. Write for it.

BEMIS BRO. BAG CO., 420 Poplar St., St. Louis, Mo.

Please send me a penwiper made of Bemis Beef Bleaching Cloth.

Name _____

Company _____

Position _____

Address _____

City _____ State _____

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, February 8, 1936, as reported to The National Provisioner:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	2,728	1,662	5,319
Swift & Co.	3,068	2,393	10,595
Morris & Co.	1,192	...	5,308
Wilson & Co.	3,681	696	7,131
Anglo-Amer. Prov. Co.	751	...	...
G. H. Hammond Co.	1,700	...	...
Shippers	9,438	18,062	12,214
Others	9,804	17,335	9,260
Total:	32,591	4,697	calves; 47,133 hogs; 49,827 sheep.

Not including 184 cattle, 463 calves, 25,739 hogs and 4,870 sheep bought direct.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,819	704	2,547	4,251
Cudahy Pkg. Co.	2,153	947	1,206	5,133
Morris & Co.	1,980	507	...	2,083
Swift & Co.	2,556	910	4,281	4,275
Wilson & Co.	2,619	870	1,239	3,956
Kornblum & Son	718	...	...	...
Independent Pkg. Co.	...	267	...	...
Others	3,574	178	6,286	3,001
Total	16,428	4,215	15,820	22,609

Not including 27,245 hogs bought direct.

OMAHA.

	Cattle & Calves.	Hogs.	Sheep.
Armour and Co.	4,903	6,302	5,316
Cudahy Pkg. Co.	4,807	5,216	10,234
Doid Pkg. Co.	825	5,222	...
Morris & Co.	1,308	68	1,773
Swift & Co.	5,108	4,349	8,962
Others	14,493	...	...

Eagle Pkg. Co. 15 cattle; Grt. Omaha Pkg. Co., 85 cattle; Geo. Hoffman Pkg. Co., 71 cattle; Lewis Pkg. Co., 390 cattle; Omaha Pkg. Co., 114 cattle; John Roth & Sons, 52 cattle; So. Omaha Pkg. Co., 65 cattle; Lincoln Pkg. Co., 272 cattle; Wilson & Co., 189 cattle; Hunter Pkg. Co., 85 cattle.

Total: 18,370 cattle and calves, 35,650 hogs and 26,285 sheep.

Not including 1,612 sheep bought direct.

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,400	1,420	2,229	3,207
Swift & Co.	3,247	2,048	2,834	3,579
Morris & Co.	1,419	138	521	...
Hunter Pkg. Co.	1,801	1,083	2,597	704
Hell Pkg. Co.	...	1,730	...	...
Krey Pkg. Co.	...	1,923	...	...
Laclede Pkg. Co.	...	1,231	...	...
Shipper	2,376	4,452	28,955	2,027
Others	3,836	76	13,037	487
Total	15,068	9,217	55,057	10,004

Not including 1,373 cattle, 12,052 calves, 32,133 hogs and 912 sheep bought direct.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,426	636	7,420	16,436
Armour and Co.	3,044	603	6,416	7,356
Others	1,498	4	4,516	3,109

Total: 6,968 1,243 18,352 26,901

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,197	170	6,146	8,048
Armour and Co.	3,061	173	6,763	7,716
Swift & Co.	2,753	107	3,533	6,567
Shipper	2,790	...	6,445	284
Others	280	12	54	11

Total: 12,061 552 22,941 22,626

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,552	1,964	5,899	6,100
Cudahy Pkg. Co.	600	757	...	...
Swift & Co.	3,973	3,403	9,138	8,006
United Pkg. Co.	1,687	235	...	...
Others	783	120	3,325	1,327

Total: 9,696 6,569 18,362 15,433

Not including 18 cattle received direct by packers through stock yards.

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	983	2,838	5,102	1,916
Armour and Co., Mill.	361	1,414	...	...
R. Gunz & Co.	56	...	...	...
Shipper	17	24	48	231
Others	312	341	45	231

Total: 1,720 4,617 5,105 2,147

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,077	910	1,788	3,177
Jacob Dold Pkg. Co.	616	74	1,390	...
Wichita D. B. Co.	22	...	...	...
Dunn-Osterba Co.	112	...	...	...
F. W. Dold & Son.	126	...	308	1
Sunflower Pkg. Co.	45	...	132	...
Sowest Beef Co.	13	...	...	...

Total: 2,611 984 3,627 3,178

Not including 1,131 hogs bought direct.

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,071	1,825	3,005	709
Wilson & Co.	3,317	1,940	3,044	761
Others	216	30	435	...

Total: 7,204 3,795 6,574 1,470

FORT WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,291	1,859	4,030	1,592
Swift & Co.	3,287	1,724	4,283	1,639
Bluebonnet Pkg. Co.	150	29	264	1
Rosenthal Pkg. Co.	45	6	103	...
Others	116	27	226	...

Total: 7,889 3,645 8,906 3,232

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,297	203	2,726	16,111
Swift & Co.	787	125	2,341	6,847
Others	1,745	305	2,590	15,886

Total: 3,820 678 7,657 38,846

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall & Son	50	12	410	153
E. Kahn's Sons Co.	827	592	4,679	225
Lohrey Pkg. Co.	3	...	241	...

Total: 3,330 1,906 11,972 1,035

Not including 271 cattle, 74 calves, 4,397 hogs and 1,908 sheep bought direct.

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,853	723	6,805	2,700
Armour and Co.	1,238	159	2,050	100
Hilgeman Bros.	5	...	1,097	...
Stumpf Bros.	...	...	97	...
Meier Pkg. Co.	92	4	194	...
Leinenbach Pkg. Co.	43	29	119	13
Schussler Pkg. Co.	17	...	82	...
Mass Hartman	52	...	...	...
Art Wabnitz	19	128	...	14
Shipper	2,131	1,549	12,780	14,172
Others	436	55	117	19

Total: 5,856 2,647 23,341 17,027

RECAPITULATION.

CATTLE.

	Week ended	Cor. week.
Chicago	47,133	59,241
Kansas City	15,829	13,366
Omaha	1,050	1,050
St. Louis	15,088	14,920
St. Joseph	6,968	6,404
Sioux City	12,081	13,505
Oklahoma City	7,204	5,618
Wichita	2,613	2,653
St. Paul	3,820	3,400
Denver	7,657	8,005
St. Paul	18,362	25,646
Milwaukee	5,193	10,789
Indianapolis	23,341	24,907
Cincinnati	11,972	12,205
Ft. Worth	8,906	8,290

Total: 280,506 208,743 268,402

SHEEP.

	Week ended	Cor. week.
Chicago	40,827	56,953
Kansas City	22,690	22,217
Omaha	26,285	30,729
St. Louis	10,004	6,339
St. Joseph	26,901	25,614
Sioux City	22,626	19,721
Oklahoma City	1,470	1,368
Wichita	3,846	3,400
St. Paul	2,433	2,243
Milwaukee	2,147	1,836
Cincinnati	1,035	1,590
Ft. Worth	3,232	3,315

Total: 240,710 240,546 208,005

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

Sheep.
12,747
6,657
7,688
10,716
9,342
3,06650,150
64,140
64,593
51,943Sheep.
4,586
1,336
1,174
1,434
2,745
1,00012,275
13,971
25,514
12,000
b. 8.
35.—245,756
63,711
607,823
374,101STOCK.
Lambs.
\$10.50
10.35
8.30
9.10
5.75
5.95
8.30\$ 7.50
15.
Sheep.
37,875
50,451
41,063
39,200
44,598
51,971PRICES.—
Avg.
\$ 10.35
10.05
8.00
4.25
3.70
3.85
7.25\$ 5.40
15.
Packer
13, 1936:
Prev.
week.
24,198
17,998
16,945

59,141

ILL
Feb. 7,Cor.
week.
1935.
88,636
20,256
17,934
44,319
17,485
12,531
25,738
42,341

279,540

LIVESTOCK COST AND YIELD

And source of supply, Dec., 1935:

	Dec., 1935.	Nov., 1935.	Dec., 1934.
Average live cost per 100 lbs.:			
Cattle	\$ 6.22	\$ 5.77	\$ 4.41
Calves	7.11	6.78	4.45
Hogs	9.46	9.23	5.64
Sheep and lambs	9.87	8.85	7.05
Average yield, per cent:			
Cattle	51.59	50.71	52.54
Calves	54.56	54.41	57.57
Hogs	75.69	74.93	74.50
Sheep and lambs	46.31	46.44	47.16
Average live weight, lbs.:			
Cattle	.920.80	.913.56	.919.14
Calves	.200.04	.204.98	.188.37
Hogs	.228.21	.226.43	.205.93
Sheep and lambs	.87.32	.85.45	.83.00

Sources of supply, per cent:

Cattle—			
Stockyards	83.15	84.58	80.83
Other	16.85	15.42	19.17

Calves—			
Stockyards	76.91	77.70	70.96
Other	23.00	22.30	29.04

Hogs—			
Stockyards	52.70	57.41	54.76
Other	47.30	42.59	45.24

Sheep and lambs—			
Stockyards	74.74	75.31	72.34
Other	25.26	24.69	27.66

Classification, per cent:

Cattle—			
Steers	35.57	33.14	43.20
Bulls and stags	4.17	4.08	3.02
Cows and heifers	60.26	62.78	53.78

Hogs—			
Sows	46.60	50.23	48.75
Barrows	52.74	49.18	50.75
Stags and boars	.57	.59	.50

Sheep and lambs—			
Sheep	9.27	10.64	3.45
Lambs and yearlings	90.73	89.36	96.55

DIRECT MARKETING ARGUMENTS

Provisions of the Capper bill to regulate direct marketing, which is now before the U. S. Senate for consideration, are analyzed by the Association to Maintain Freedom in Livestock Marketing as follows:

"The outlets for the livestock of producers would undoubtedly be lessened, because the bill makes it unlawful for any packer to own, lease, operate or control, directly or indirectly, any concentration yard or buying station other than receiving pens at its plant or a posted public stockyards.

"The bill makes it unlawful for slaughterers of livestock to buy any animals not suitable for immediate slaughter. This would greatly handicap

producers in marketing of their livestock because there are a few head of animals in many of the consignments to packinghouses that are not fit for slaughter and are really worth more as feeders and must be resold as such.

"As many Western range producers buy their stocker animals and take delivery at railroad points which under the proposed law would become 'stockyards,' they in turn would probably be classified as 'dealers.' If they are so classified they must within a specified time register with the Secretary of Agriculture before they can carry on business.

"The producer would be handicapped because the Capper bill empowers the Secretary of Agriculture to prescribe rules and regulations relating to the weighing, fill, dock or grade of livestock and to force all dealers (who in many instances will be producers) to comply with such regulations."

U. S. LIVESTOCK POPULATION

The government estimate of livestock on farms at the beginning of 1936, with comparisons, is reported by the U. S. Bureau of Agricultural Economics as follows:

SWINE, INCLUDING PIGS.

Jan. 1, 1936..... 42,541,000

Jan. 1, 1935..... 39,004,000

Jan. 1, 1934..... 58,631,000

ALL CATTLE AND CALVES.

Jan. 1, 1936..... 68,213,000

Jan. 1, 1935..... 68,529,000

Jan. 1, 1934..... 74,262,000

ALL SHEEP AND LAMBS.

Jan. 1, 1936..... 51,673,000

Jan. 1, 1935..... 52,210,000

Jan. 1, 1934..... 53,693,000

LIVESTOCK LIFTS FARM INCOME

Higher prices for livestock and livestock products contributed largely to an increase in farmers' cash receipts which totaled \$6,832,932,000 in 1935, against \$6,102,901,000 in 1934, according to a report by the U. S. Bureau of Agricultural Economics. Increased farm income last year was due primarily to a 20 per cent rise in the general level of farm prices, says the report. Crop

prices advanced slightly, "but prices for livestock and livestock products advanced considerably, causing a marked variation in different regions in extent of improvement in farm income."

Indiana, neighboring states, the Mountain states and Oklahoma benefited by increased income from livestock. Larger farm income in Louisiana and Kentucky was also partly due to increased revenue from livestock.

DECEMBER MEAT EXPORTS

Meat exports during December, 1935:

	Quantity. lbs.	Value.
Pork, fresh or frozen:		
Carcasses	23,9	\$ 48
Lombs and other cuts	353,887	63,158
Hams and shoulders, cured	3,576,015	785,098
Bacon	278,014	61,544
Cumberland and Wiltshire	66,400	10,941
Other cured pork	151,626	21,455
Sausage, not canned	127,383	30,125
Beef and veal:		
Fresh or frozen	343,710	58,085
Pickled or cured	158,129	18,174
Mutton and lamb	40,312	7,241
Sausage ingredients, cured	138,695	15,082
Fresh, frozen or cured:		
Kidneys	726,829	96,633
Livers	207,386	28,490
Tongues	278,037	44,100
Poultry and game, fresh	92,149	24,256
Total	6,541,684	\$1,265,000

JAN. BUFFALO LIVESTOCK

Receipts and disposition of livestock, Buffalo, N. Y., for January, 1936:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	12,758	21,867	24,101	86,306
Shipments	4,528	16,859	14,785	60,792
Local slaughter	8,222	5,014	9,736	16,989

CANADIAN BEEF BRANDED

	Red or first brand.	Blue or second brand.	Total branded. lbs.
Dec., 1935	1,107,436	1,569,729	2,677,165
12 mos., 1935	.....	.....	39,925,267
12 mos., 1934	.....	.....	39,575,754

LOSSES FROM BRUISES

Are your men posted on the abuses that cost money in handling live hogs? Have them read chapter 1 of "PORK PACKING," The National Provisioner's latest book.

Order Buyer of Live Stock
L. H. McMURRAY

Indianapolis, Indiana

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All-Around ECONOMY



That's what REDRAH Stockinettes offer to you! You make substantial savings in original cost. Central location cuts freight rates. You make savings by reducing shrink in processed meats. Fresh meats are protected against contamination and loss from bruises.

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Complete stock of tubing in rolls



VALATIE MILLS TRENTON MILLS CORP.

Valatie, New York

Trenton, Tenn.

Up and down the



MEAT TRAIL

Meat Packing 40 Years Ago

(From The National Provisioner, Feb. 15, 1896.)

Argentine cattle raisers are reported to be importing large numbers of high-grade cattle for the purpose of improving herds to compete in European markets with livestock and meat from the United States and other exporting countries.

Chilling and freezing meat for world trade in Australia was given considerable impetus with the purchase of equipment for freezing 1,000 tons of meat monthly by Gladstone Meat Co., Queensland, Australian Chilling and Freezing Co., New South Wales, and Melbourne Freezing Co., Victoria. River Plate Fresh Meat Co., London, bought considerable equipment of this type for its South American plants.

Armour and Company were experimenting with a double shackle which hoists hogs by both legs, the effort being to lessen the percentage of shackle-bruised hams.

W. W. Michener, of J. H. Michener & Co., Philadelphia, and Michener Bros. & Co., Chicago, developed a meat washing machine which was being offered to the trade.

Boyd, Lunham & Co., with William Groh as superintendent, were killing hogs steadily, chiefly for export. This concern was one of the heaviest and most substantial exporters.

W. S. Lambe, canning expert and assistant manager, Western Meat Co., So. San Francisco, Calif., went to Australia to take up his duties as canning expert of the Graziers Meat Export Co.

F. R. Burrows, general manager, Plankinton Packing Co., Milwaukee, was a visitor on the New York Produce Exchange.

Meat Packing 25 Years Ago

(From The National Provisioner, Feb. 15, 1911.)

Walter C. Hately, one of the old time packers, predicted 5 to 10 million more hogs on farms than at any time in the past. Upwards of 56,000,000 hogs in 1908 was highest on record.

Sale of yellow oleomargarine in the state of New York was declared legal by the New York supreme court. Suits testing the right to sell yellow oleomargarine were pending in Pennsylvania.

The packing industry was taking up

the motor truck in earnest as a means of transporting meat products, also the use of lighter delivery runabouts.

Wolff Packing Co., Topeka, Kans., was to erect a four-story addition to its plant, to be used as a sausage factory and lard refinery. The company had just completed a seven-story addition at a cost of \$200,000.

Val Fink Co., New York, N. Y., was incorporated to conduct a general provision business, with A. Fink, R. Knickmann and P. Knickmann, incorporators.

F. T. Fuller, vice-president National Packing Co., Chicago, was a New York visitor.

James Donnelly, of Donnelly & Co., one of the oldest wholesale meat houses in Boston, passed away.

Thomas Jones, president, Jones Packing & Provision Co., Smith's Falls, Canada, died recently.

Edward Morris was a visitor in New York.

Chicago Board of Trade memberships sold at around \$2,800 net to the buyer.

CHICAGO NEWS OF TODAY

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 19,084 cattle, 2,719 calves, 18,958 hogs and 20,601 sheep.

Hog receipts of 3,000 head on February 10, at Chicago made the smallest Monday run since March, 1920. Cold and blocked transportation curtailed receipts throughout the fore part of the week.

Harry Smith has been named superintendent of the sweet pickle department of the Chicago plant of Armour and Company.

Dr. Rudolf A. Clemen, former associate editor of THE NATIONAL PROVISIONER, former assistant director of Armour's Livestock Bureau and now president of Whitman College, Walla Walla, Wash., was a visitor in Chicago this week.

Lacy Lee of Lacy Lee, Inc., provision brokers, and Mrs. Lee, left for New York this week where they will embark on a steamer bound for the West Indies and Panama.

W. Philliber, general manager, Punxsutawney Beef & Provision Co., Punxsutawney, Pa., was a packer visitor in Chicago this week.

The trade is extending its sympathy to George W. Whitting, Wm. Davies Co., whose mother passed away last week.

J. W. Crawford, purchasing agent, Wm. Schluderberg-T. J. Kurple Co., Baltimore, Md., was a visitor in Chicago this week.

H. G. Cuneo, a well-known personality in the packing industry, was operated on at the Michael Reese hospital last week and expects to be home again shortly.

SMITHFIELD HAM MAKER DIES

Pembroke D. Gwaltney, jr., president of P. D. Gwaltney & Co., Inc., packers and shippers of famous Smithfield hams, died of a heart attack at Smith-



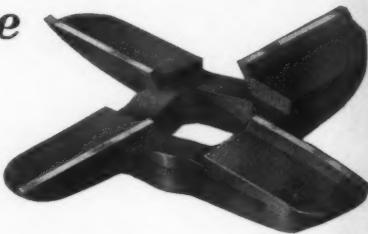
MASTER OF HAM CURING PASSES ON.

P. D. Gwaltney jr., who died on February 9, holding the most famous of his noted Smithfield hams. This ham is thought to be the oldest in the world. It was cured in 1902 and never has been kept under refrigeration. Despite its age it is still sound and sweet. The ham is insured for \$5,000 and is secured by lock and chain whenever it is exhibited.

C. D. Plates and C. D. Cut-More Knives for Superior Service



The O. K. Knife with changeable Double Edged blades, for twenty years a standard equipment with all the large packers and most of the leading sausagemakers in the country now have proved their superiority. The New C. D. Cut-more changeable blades fit in all O. K. Holders. The C. D. Cut-more solid knives are guaranteed to outlast any other make or style of knives.



Send for price and circular regarding the O. K. and C. D. CUT-MORE BLADES and C. D. ANGLE-HOLE REVERSIBLE PLATES.

The Specialty Mfrs. Sales Co., 2021 Grace St., Chicago, Ill.



The name "STANGE" or the trademark "Peacock Brand" is your guarantee of perfect satisfaction in meat packer and sausage manufacturers' specialties. Made according to tried and tested formulas, these products offer advantages that no other product can equal. To give your sausage and specialties a guarantee of quality, use these products with a guarantee of quality.

Dry Essence of Natural Spices—Individual or blended
Peacock Brand Certified Casing Colors

Premier Curing Salt
Baysteen
Sani Close
Meat Branding Inks—
Violet and Brown

WM. J. STANGE COMPANY

2536-40 W. Monroe St., Chicago
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Oiled "TEAR-PROOF" Aprons

The apron now sweeping the country

Combines all the advantages of oiled aprons and most of the rubber ones. Flexible—won't crack, curl up at corners or leak; stands grease, blood, etc.; and is almost snag-proof. Re-inforced patch over stomach, or split-leg style. Reasonable in price—try a few. You'll like them so well, you will order more.

M. L. SNYDER & SON
Third above Arch
Philadelphia, Penn.

SHIPMENTS MADE FROM ANY OF OUR BRANCHES

F. C. ROGERS, INC.

NINTH AND NOBLE STREETS
PHILADELPHIA

**BROKER
PACKINGHOUSE
PRODUCTS**

HARRY K. LAX, General Manager

Member of New York Produce Exchange
and Philadelphia Commercial Exchange

Why

You Should Use **SWIFT'S
ATLAS GELATIN**

• **PURE**

Meets all state and federal pure food regulations.

• **HIGH TEST**

... Because of this high jelly strength, it is economical to use.

• **TASTELESS**

So that the true meat flavor is not obscured.

• **TRANSPARENT**

so the meats can look their very best.

SWIFT & COMPANY General Offices: CHICAGO

field, Va., on February 9. He was 74 years old.

Mr. Gwaltney was the son of the founder of the company which bears his name and had been with the business since his youth. He was instrumental in publicizing Smithfield ham to the point where it was known throughout the United States and in Europe. Surviving Mr. Gwaltney are his wife and three sons, P. D. Gwaltney III, Howard W. and Julius D. Gwaltney.

WILSON EXECUTIVE CHANGES

Organization changes announced by Thos. E. Wilson, chairman of the board, Wilson & Co., include the appointment of Don Smith as head of the canned meat department, succeeding the late H. E. Welhener. Mr. Smith's place as head of the advertising department is taken by James Hausmann, with E. A. Martin as assistant, while Ted Tod will continue in charge of publicity. In the canning department E. A. Ellendt will continue to handle canned meat sales and promotion, while W. Kruger will remain in charge of production.



"CAN" HIS SUCCESS SLOGAN.

Don Smith, advertising and sales promotion manager, Wilson & Co., has been made head of the canned meat department, succeeding the late H. E. Welhener. His record of success in merchandising and advertising over a long period of years qualifies him for his new responsibilities. "Can" is a great motto when applied to meat canning or any other activity.

plant to be built at Pine Bluff, Ark., by C. Finkbeiner.

An addition to Meyer Kornblum Packing Co. at Kansas City, Kan., will provide new space for rendering, cold storage, and processing. A new power plant will be installed. The new unit will include a 2- and 3-story structure with the first floor used for a freezer and cooler; killing and casing departments on the second floor.

Dallas City Packing Co., Dallas, Tex., is reported to be planning to build a sausage kitchen and an addition to its offices this spring.

City Packing Co., Fort Worth, Tex., is planning an addition to its present plant. An air-conditioned smoked meat hanging room, refrigerated chopping room and improved processing facilities are contemplated.

Dallas Animal By-products Co., Dallas, Tex., has just installed a 5x10 dry cooker.

PACKERS ARE BUILDING

Contracts have been let by Pittsburgh Provision and Packing Co., Pittsburgh, Pa., for construction of a new 5-story cold storage and processing building. Total cost is estimated at about \$300,000. Four floors will be used for cold storage and the fifth for sausage making and a modern smokehouse. Hunting-Davis and Dunnells are architects and engineers.

Equipment for making tallow and fertilizer will be installed in a new

Stephen D. Collins, the recently appointed casing department supervisor, Wilson & Co., New York, spent several days in Chicago last week. Another of the New York staff spending time in Chicago last week was H. D. Skellinger, beef inspector. H. W. Hamilton, casing department, Wilson & Co., Chicago, was a visitor to New York.

Vice president S. B. Dietrich, Hunter Packing Co., East St. Louis, Ill., spent several days in New York last week.

Officers for the ensuing year of the New York Butchers' Calfskin Association, Ltd., as elected by the directors at their recent meeting, are Theodore Meyer, president; Albert Rosen, vice president; Joseph Rossman, treasurer, and Lester Kirschbaum, secretary. At the same time, N. H. Dieterich was appointed general manager.

Meat, fish and poultry seized and destroyed by the health department of the city of New York during the week ended February 8, 1936, were as follows: Meat—Brooklyn, 90 lbs.; Manhattan, 4,499 lbs.; Bronx, 10 lbs.; Richmond, 13 lbs.; total, 4,612 lbs. Fish—Manhattan, 10 lbs. Poultry—Manhattan, 15 lbs.; Queens, 11 lbs.; total 26 lbs.

SALES CAR OWNERSHIP

(Continued from page 19.)

packer and salesman, plus any extras. Cost per mile to operate company-owned cars will be actual operating expenses and fixed charges.

For comparative purposes, cost experiences of packers and other employers owning cars used by their salesmen follow. The manner of compensating for the use of employee-owned cars, and rates paid (cost per mile to the packer) will be given in a future issue of *THE NATIONAL PROVISIONER*. The costs shown here were collected by the Policyholders' Service Bureau of the Metropolitan Life Insurance Co.

Cost of operating company-owned sales cars varies considerably. Reports by 18 companies show costs ranging from approximately 2c per mile to 4c per mile. Many factors influence these costs, including number of miles driven, size and kind of car, weather, character of roads, etc. Because cost per mile is so directly influenced by size of car, cost information is designated as applying to low-priced, medium-priced or high-priced cars, whenever this information is available.

Costs Vary with Conditions

A Mid-west firm operating 26 low-priced cars of three makes for use of salesmen reports cost per mile, exclusive of depreciation, insurance and license fees, of \$.0194, \$.0208 and \$.0200 respectively.

Another company operating 200 cars in the medium-price class gave an average total cost per mile of \$.036.

A national distributor of food prod-

(Continued on page 53.)



For the Retail Meat Dealer



Meat Consumption

Survey Shows Purchases Influenced by Income

"**M**R. JONES buys lots of round steak and pork chops for her family.

"The Browns like sausage, ham and sirloin.

"But taking my customers as a whole," says many a retailer, "I don't quite know the how and what and why of their meat eating. I'd like to know the answers to those questions but selling, cutting, building displays and advertising keeps me pretty busy."

Some of these facts were brought out in a recent study of meat consumption which was made in Minneapolis by the University of Minnesota. A total of 2,239 families, consisting of 8,573 persons, in 228 selected areas in residential sections of Minneapolis were interviewed between October and December, 1934, in this survey.

While per capita consumption figures reported are slightly lower than actual national per capita consumption of various meat products, such discrepancies are probably caused by the relatively short period of time covered by the survey, impossibility of including restaurant and hotel consumption of families included and errors in reporting by persons interviewed.

Income Influences Consumption

The consumer's paycheck was found to have an important influence on his meat eating. Groups with larger incomes ate nearly twice as many pounds of meat and spent nearly three times as much per person for meat as those with lower incomes. Higher income groups spent a larger proportion of their total food expenditures for meat than did lower income groups.

Meat eating varied in different neighborhoods of the city. Variation was great enough to produce considerable difference in types of business of individual retailers. Size and composition of the family was found to exercise only a minor influence on consumption.

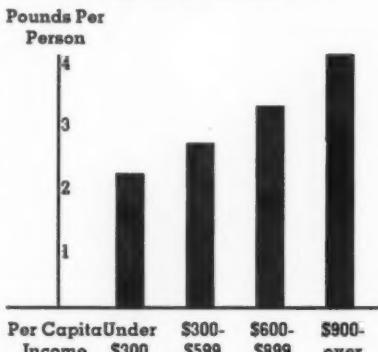
All families interviewed used some meat each week. Beef was eaten by 93 per cent of all families; pork by 84 per cent; mutton by 12 per cent; poultry by 29 per cent; fish by 35 per cent and other meats (liver, veal, sausage, and cooked or prepared meats except ham, canned meats, etc.) by 54 per cent.

About 36 per cent of all meat was eaten by families whose average weekly

cost of meat per pound was less than 18 cents (1934 prices), while less than 8 per cent was eaten by families who paid an average of more than 30 cents a lb. Families with a high total rate of meat consumption used more of all kinds of meats than families with a lower rate of consumption.

The family's income per person is the most important factor influencing meat expenditures, the survey apparently indicates. Total expenditures for food rise with increased income. On the low-income level, about 20 per cent of food expenditures were for meat and on the high-income level, 26 per cent. In making the study the families interviewed were divided into four income groups. In the lowest, the annual per capita income was less than \$300; in the second group, \$300 to \$600; in the third, \$600 to \$900, and in the fourth more than \$900.

WEEKLY MEAT CONSUMPTION BY INCOME GROUPS



How income per person in the family influences weekly per capita consumption of meat.

Families with per capita incomes of less than \$300 spent \$1.91 per week for food for each person, 37 cents of which was for meat. Families with per capita incomes of more than \$900 spent \$4.56 per week for food for each person, of which \$1.18 was for meat. In the low income group about 40.5 per cent of meat money was spent for beef; 27 per cent for pork; 11 per cent for poultry; 5.7 per cent for fish and 13.4 per cent for other meats. Meat expenditures of the high income group were divided so that 27.6 per cent went for beef; 19.7 per cent for pork; 36 per cent for poultry; 5.7 per cent for other meats and 11 per cent for mutton and fish.

Per capita consumption of beef per

week increased with incomes from .95 lb. per week in the lowest income group to 1.23 lbs. per week in the highest. The average price paid per pound increased in the same manner.

Steaks and chops made up 66 per cent of the total beef consumption of the lowest income group and 82 per cent for the high-income group. Per capita consumption of steak in the low income group was .25 of a lb. weekly, increasing to .42 of a lb. in the high income group.

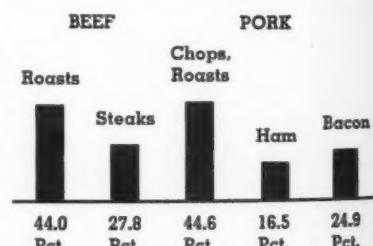
Persons in low-income families ate an average of .5 lb. of pork per week and those in high-income group ate .85 lb. per week. The average price paid per pound also increased with income.

Bacon Universally Popular

Pork chops and roasts made up a larger proportion of total pork consumption of low-income families than in the high income group. But ham accounted for only 13.3 per cent of pork consumption of low-income families while it made up 24.4 per cent of total pork consumption of the high-income groups. Bacon was used by all income groups in about the same proportion, accounting for from 23 to 27 per cent of total pork consumption. It appears that there was substitution of smoked ham for chops and roasts in the upper-income groups.

Per capita consumption of poultry varied from .19 lb. per week for low-income families to 1.23 lbs. per week for high income groups. Only 18.1 per cent of low-income families ate poultry while 48.5 per cent of high-income group used fowl. Weekly per capita expenditures for poultry in the high-income group was 42.4 cents and constituted about 25 per cent of all meat expenditures for that class of consumer.

Per capita expenditures for lamb were insignificant in any but the high-income group and few families used it.



Steaks and roasts made up 71.8 per cent of all beef consumed; chops, roasts, ham and bacon accounted for 86 per cent of all pork eaten.



About half the families included in the survey ate some "other meats" (liver, sausage, veal, etc.) each week. Per capita consumption of such specialties did not vary greatly from low to high-income groups but the price per pound paid by the high-income group was about 33 per cent greater than that paid by consumers with smaller incomes. Per capita expenditures for such products varied from 4.9 cents per week to 6.6 cents.

There was little difference in meat consumption among various nationalities. Scandinavians and Germans in all income groups ate more beef and pork than native whites.

Practically all persons reported the consumption of some meat—99 per cent of the adults and 98 per cent of the children 5 or more years old. Children appeared to consume less meat than adults.

Presence of large quantities of relatively low price beef on the market (when survey was made) led to heavy consumption of such meat in the low-income group. Consumption of pork seems to have been restricted by the relatively high price. Not all of the data gathered in the survey might apply under current price and supply conditions.

NEWS OF THE RETAILERS

H. N. Oakley has opened Oakley One Stop Super Market, Tenth ave and W. Franklin st., Evansville, Ind.

Keith Haynes is opening grocery and meat market, Fort Dodge, Ia.

Fixtures and stock of Hanson meat market, Lincoln, Neb., were destroyed by fire recently.

Earl and William Sengotta have purchased meat market from Carl Schneider, Lincoln, Ill.

James Ferris is new manager of Buehler Bros. meat market, 529 Franklin st., Michigan City, Ind.

Paul Brades will open meat market, 3450 Lyndale ave. S., Minneapolis, Minn.

New meat and grocery business will be opened in Milwaukee, Wis., by James Guss, 2533 E. Oklahoma ave.

Jean's Food Market, meats and groceries, will be opened at 2134 W. National ave., Milwaukee, Wis.

F. F. Nuss has sold meat and grocery business, Walla Walla, Wash., to Josephine Morgenstern.

F. J. Engeln has purchased meat business of C. L. Smith, 1704 Broadway, Spokane, Wash.

Square Deal Market has been opened at 1448 Haight, San Francisco, Calif. William Jamison is manager.

Hansen's Meat Shop has engaged in business, 1237 Divisadero, San Francisco, Calif.

Gehlen's Market & Grocery Co. has been incorporated, Stayton, Ore., by J. A. Geden and others. Capital \$3,000.

SALES CAR OWNERSHIP

(Continued from page 51.)

ucts reported average total costs per car mile of \$.0388. The fleet manager of this latter company stresses the influence of mileage traveled on the total cost per mile. In comparing his figures with those of another company operating under comparable conditions, he found that the other company's operating costs were somewhat lower than those of his fleet. However, its cars averaged 32,000 miles per year, while his company's cars averaged only 20,000. He commented as follows:

"While there is not a great variation in the cost per mile for different sections of the country, some items of expense are considerably higher in some locations than in others. For instance,

storage charges in the New York district are much higher than anywhere else, whereas in the Memphis district, where it is many times impossible to put the car in storage at night, this same item is very low.

Fuel Cost High in South

"In the Salt Lake City district depreciation is higher than in most other places. Mileage here is also comparatively low, which largely accounts for the higher fixed charges per mile.

"There is also considerable variation in cost of gasoline throughout the country. In the Atlanta district cost of fuel is comparatively high. In Alabama it is possible to pay as much as 11c per gallon accumulated taxes. This is also true in Florida.

"Despite these variations, however,



THE difference in cost between a Self-Locking Cushion Carton and an ordinary carton is so slight that it's sheer extravagance to forego the remarkable sales and protective advantages of this carton. The most successful egg distributors have found it to be the lowest cost package, when measured from the standpoints of increased sales and reduced egg breakage.

SELF-LOCKING CARTON CO.
563 E. Illinois St., Chicago, Ill.

Gentlemen:
We are interested in building our
Egg business. Send samples, without
obligation.

Name.....
Address.....

This efficient carton is built from one piece
of stock, and has no loose parts to shake
or fall away. The deep cut cells reveal
each egg in all its glory. Lose no time in
sending for samples and information.

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Our consulting service is
particularly adapted to
the Packing Industry.
Years of experience en-
able us to reduce your
costs materially!

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CONSULTING ENGINEERS

37 West Van Buren St.
Chicago, Ill.

1270 Broadway
New York City, N. Y.

each succeeding year brings costs in various sections of the country down nearer to a common level."

Costs in City Operation

A concern in the East using three makes of low priced cars reports cost per mile as shown in Table 1.

Table 1.—Operation Cost of Sales Cars.

	Cents per mile.		
	Make A.	Make B.	Make C.
Gasoline	1.11	1.10	1.10
Oil	.14	.19	.16
Repairs and replace- ments	.33	.35	.25
Washing and greasing	.12	.13	.12
Miscellaneous	.07	.10	.11
Total direct cost	1.77	1.90	1.83
Insurance	.33	.30	.20
Depreciation	1.50	1.75	1.25
Storage	.78	.50	.49
Toll and ferry	.08	.15	.06
Grand total cost	4.46	4.84	3.83

Another company operating low-priced and medium-priced cars for use of salesmen says its costs are somewhat high due to the fact that operation is almost entirely within city limits. It reports monthly and accumulated costs since cars were purchased in Table 2.

A Large Company's Policy

A national distributor of food products operates approximately 450 company-owned and 50 employee-owned cars. Company-owned cars are used in all instances where a substantial mileage is driven. Complete responsibility for automobile expense is placed on one person in each branch office. An executive of this company explains certain specific policies of cost control as follows:

"Each branch attempts to classify salesmen doing similar kinds of driving, which when taken with gasoline mileage tests made under standard conditions whenever the cars are inspected mechanically, throws the responsibility for poor gasoline mileage on the proper factor. Our branch men also see that oil is not changed oftener than 2,000 miles; that greasing is done at least

every 1,000 miles; that tire pressure is checked at least twice per month, and that salesman does not spend more than set maximum for washing, storage, etc. We expect to get 20,000 miles wear out of 4-ply tires. We approve repairs on old cars until such time as the saving in depreciation, due to keeping the old car over buying a new one, are offset by increased cost of tires and repairs of an old car over a new one."

Detailed cost figures are presented covering the operation of the company's cars for two 4-month periods. These are shown in Table 3.

Depreciation and Trade-in Policies

The basis for depreciation varies rather widely with different companies. The lowest expected mileage for this purpose was 30,000 and the highest 60,000. Majority of companies, however, expect to trade in their cars when they have run between 40,000 and 50,000 miles.

In many cases no definite rule is followed in regard to trade-ins. The executive in charge of automobiles is frequently given some discretion in this matter and thereby is in a position to show a profit by judicious trading of old cars at the proper time. One exec-

NATURE AND HUMAN SKILL
combine to give
Superb Quality
in these imported
canned Hams.

Try a Case Today

AMPOL,
11 E. 16th ST., NEW YORK, N.Y.



Table 3.—Costs in National Distribution.

	4-month period.	4-month period.
Number of cars	446	448
Miles per gal. gas.	15.1	14.6
Miles per qt. oil	226	233
No. miles (600 omitted)	3,061	3,025
Monthly mileage per car	1,780	1,680
Operating Costs per Mile.		
Gasoline	.0121	.0118
Oil	.0013	.0012
Grease	.0006	.0006
Tires	.0019	.0016
Repairs	.0022	.0022
Washing	.0005	.0005
Storage	.0022	.0027
Miscellaneous	.0009	.0004
Total direct cost	\$0.0217	\$0.0256
Depreciation and insurance	.0094	.0086
Total operation cost	\$0.0311	\$0.0342

tive who has charge of 1,000 company-owned cars has been able to lower the depreciation cost substantially through this plan of operation. The cars in his fleet average between 40,000 and 45,000 miles in service.

From standpoint of number of years in service there is an equal variation in the experience of the companies surveyed. One company reports it trades in its cars when they are between one and two years old. In two other instances, cars are traded in at end of second year, and in two additional cases, at end of third year. One company trades in its cars after they have gone 50,000 miles, or else at end of fourth year.

Among larger fleets, sound accounting methods are generally practiced, and the depreciation charge reflects rather accurately the actual shrinkage in value between date of purchase and date of replacement. Range of depreciation among those concerns reporting exact data was from .55c to 1.25c per mile. In a majority of cases, a depreciation of 8 to 9 mills was taken, the average figure being 8.6 mills.

EDITOR'S NOTE.—Company policy in the use of employee-owned cars and methods of compensating salesmen for the use of their cars will be discussed in a future issue of THE NATIONAL PROVISIONER.

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STOCKINETTE

BAGS and TUBING FOR BEEF—LAMB
HAM—SHEEP—PIGS—CUTS
CALVES—FRANKS—Etc.

E. S. HALSTED & CO., Inc.

64 PEARL ST., NEW YORK CITY
Joseph Wahlman, Dept. Mgr.
(Formerly with Armour & Company)

Makers of Quality Bags Since 1876

CHRISTENSEN & McDONALD
ARCHITECT & ENGINEER

59 East Van Buren St. Chicago, Illinois

- Specializing in Meat Packing Plants, Refrigeration, Air Conditioning, Financing

SMITH, BRUBAKER & EGAN

ARCHITECT & ENGINEERS
30 No. LaSalle St. CHICAGO, ILLINOIS.

SERVING
THE MEAT PACKING INDUSTRY

Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS
WHOLESALE SLAUGHTERERS OF
CATTLE, HOGS, SHEEP AND CALVES
U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.

Wilmington Provision Company

TOWER BRAND MEATS
Slaughterers of Cattle, Hogs,
Lambs and Calves
U. S. GOVERNMENT INSPECTION
WILMINGTON DELAWARE



PORK PRODUCTS—SINCE 1876
The H. H. MEYER PACKING CO.
Cincinnati, Ohio



**Liberty
Bell Brand**
Hams—Bacon—Sausages—Lard—Scrapple
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

A Popular Business Memo:

*"I'll be at
the Commodore"*

Make it a habit for complete com-
fort and time-saving convenience.

**THE
COMMODORE**
"New York's Best Located Hotel"

Fine Food
Efficient Service
Large, Comfortable, Outside Rooms

—all with private bath

from \$3



**RIGHT AT GRAND CENTRAL TERMINAL
NEW YORK**

Just a Few Steps from Trains
FRANK J. CROHAN, President

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef.

	Week ended	Cor. week,
Prime native steers—	Feb. 12, 1936.	1935.
400-000	19 1/2 @ 20 1/2	19 @ 20
600-800	19 1/2 @ 20 1/2	18 @ 19
800-1000	19 1/2 @ 20 1/2	19 1/2 @ 20 1/2
Good native steers—		
400-600	17 @ 17 1/2	17 @ 18
600-800	17 @ 17 1/2	17 @ 18
800-1000	16 1/2 @ 17 1/2	17 1/2 @ 18 1/2
Medium steers—		
400-600	13 @ 13 1/2	15 @ 16
600-800	13 1/2 @ 14 1/2	16 1/2 @ 17 1/2
800-1000	14 1/2 @ 15	16 1/2 @ 17 1/2
Heifers, good, 400-600	14 @ 14 1/2	15 @ 16
Cows, 400-600	10 @ 12 1/2	8 1/2 @ 11
Hind quarters, choice	12 1/2	24
Fore quarters, choice	16	15

Beef Cuts.

	unquoted	unquoted
Steer loins, prime	636	39
Steer loins, No. 1	628	36
Steer short loins, prime	unquoted	unquoted
Steer short loins, No. 1	49	55
Steer short loins, No. 2	36	50
Steer loin ends (hips)	22	24
Steer loin ends, No. 2	20	22
Cow loins	16	20
Cow short loins	19	25
Cow loin ends (hips)	14	15
Steer ribs, prime	unquoted	unquoted
Steer ribs, No. 1	28	28
Steer ribs, No. 2	23	23
Cow ribs, No. 2	13	16
Cow ribs, No. 3	10 1/2	9 1/2
Steer rounds, prime	unquoted	unquoted
Steer rounds, No. 1	13 1/2	13 1/2
Steer rounds, No. 2	13	15
Steer chuck, prime	unquoted	unquoted
Steer chuck, No. 1	13	13
Steer chuck, No. 2	12	12 1/2
Cow rounds	12	11 1/2
Cow chuck	11 1/2	9
Steer plates	12	10 1/2
Medium plates	11 1/2	10 1/2
Briskets, No. 1	15	14
Steer liver ends	10	8 1/2
Cow liver ends	9	7
Fore shanks	10	8 1/2
Hind shanks	7	5
Strip loins, No. 1, boneless	45	60
Strip loins, No. 2	35	50
Sirloin butts, No. 1	23	30
Sirloin butts, No. 2	17	20
Beef tenderloin, No. 1	65	80
Beef tenderloin, No. 2	60	55
Rump butts	13	26
Flank steaks	20	20
Shoulder clod	13 1/2	11
Hanging tenderloins	12	19
Insides, green, 67 1/2 lbs.	14 1/2	13
Outsides, green, 57 1/2 lbs.	13	12 1/2
Knuckles, green, 57 1/2 lbs.	13	12 1/2

Beef Products.

Brains (per lb.)	8 @ 10
Hearts	9
Tongues	18
Sweetbreads	19 1/2 @ 20
Ox tail, per lb.	11 @ 12
Fresh tripe, plain	10
Fresh tripe, H. C.	12 1/2
Livers	18 @ 20
Kidneys, per lb.	10 @ 10 1/2

Veal.

Choice carcass	17 @ 18
Good carcass	15 @ 16
Good saddles	18 @ 22
Good racks	17 @ 17
Medium racks	14 @ 14

Veal Products.

Brains, each	11
Sweetbreads	40
Calf livers	45

Lamb.

Choice lambs	18
Medium lambs	17
Choice saddles	20
Medium saddles	19
Choice fore	15
Medium fore	14
Lamb fries, per lb.	25
Lamb tongues, per lb.	15
Lamb kidneys, per lb.	20

Mutton.

Heavy sheep	6
Light sheep	9
Heavy saddles	9
Light saddles	11
Heavy fore	6
Light fore	5
Mutton legs	9
Mutton loins	8
Mutton stew	7
Sheep tongues, per lb.	12 1/2
Sheep heads, each	11

Fresh Pork, Etc.	
Pork loins, 8@10 lbs. avg.	24
Picnics	16 1/2
Skinner shoulders	17
Tenderloins	36
Spare ribs	18
Back fat	12
Boston butts	22
Boneless butts, cellar trim, 2@4	17
Hocks	25
Tails	12
Neck bones	7 1/2
Slip bones	14
Blade bones	13 1/2
Pigs' feet	5 1/2
Hindneys, per lb.	11
Livers	9
Brains	8
Ears	8
Snouts	12
Heads	9
Chitterlings	7

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	26 1/2
Country style sausage, fresh in link	21 1/2
Country style sausage, fresh in bulk	23 1/2
Frankfurters in sheep casings	23 1/2
Bologna in beef bungs, choice	21 1/2
Bologna in beef middles, choice	17
Liver sausage in beef rounds	15 1/2
Liver sausage in hog bungs	18 1/2
Smoked liver sausage in hog bungs	19 1/2
Head cheese	24
New England luncheon specialty	19 1/2
Mixed luncheon specialty, choice	21 1/2
Tongue sausage	21 1/2
Blood sausage	21 1/2
Souse	21 1/2
Polish sausage	21 1/2

DRY SAUSAGE

Cervelat, choice, in hog bungs	39
Thuringer cervelat	26
Farmer	28
Holsteiner	25
B. C. salami, choice	35
Milano salami, choice, in hog bungs	41
B. C. salami, new condition	21
Prague, choice, in hog middles	37
Genoa style salami, choice	44
Pepperoni	34
Mortadella, new condition	22
Capicola	50
Italian style hams	36
Virginia hams	40 1/2

SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings	13 1/2 @ 14
Special lean pork trimmings	20 @ 21 1/2
Extra lean pork trimmings	21 1/2 @ 13
Pork cheek meat	12 1/2 @ 13
Pork hearts	11 @ 12
Pork livers	11 1/2 @ 12
Native boneless bull meat (heavy)	13 1/2 @ 13
Shank meat	11 1/2 @ 12
Boneless chuck	12 1/2 @ 12
Beef trimmings	11 1/2 @ 11 1/2
BEEF cheeks (trimmed)	8
Dressed canners, 350 lbs. and up	9
Dressed cutter cows, 400 lbs. and up	9 1/2
DR. bologna bulls, 600 lbs. and up	11
Pork tongues, canner trim, S. P.	12 1/2 @ 12 1/2

SAUSAGE IN OIL

Bologna style sausage, in beef rounds—	\$6.50
Small tins, 2 to crate—	86.50
Frankfurt style sausage, in sheep casings—	\$7.50
Small tins, 2 to crate—	87.50
Smoked link sausage, in hog casings—	\$6.75
Small tins, 2 to crate—	86.75

BARRELED PORK AND BEEF

Mess pork, regular	\$30.00
Family back pork, 24 to 34 pieces	30.50
Family back pork, 35 to 45 pieces	29.00
Clean back pork, 40 to 50 pieces	28.00
Clean plate pork, 25 to 35 pieces	27.50
Lean pork	27.00
Brisket pork	29.00
Plate beef	22.00
Extra plate beef, 200-lb. bbl.	23.00

Pork feet, 200-lb. bbl.	\$18.75
Lamb tongue, short cut, 200-lb. bbl.	43.00
Regular tripe, 200-lb. bbl.	20.00
Honeycomb tripe, 200-lb. bbl.	23.00
Pocket honeycomb tripe, 200-lb. bbl.	26.00

DRY SALT MEATS

Clear bellies, 18@20 lbs.	14
Clear bellies, 14@16 lbs.	15
Ham backs, 25@30 lbs.	14
Fat backs, 14@12 lbs.	9
Fat backs, 14@16 lbs.	10
Regular plates	11
Jowl butts	9

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper	24
Standard reg. hams, 14@16 lbs., plain	25
Picnics, 4@8 lbs., short shank, plain	23
Picnics, 4@8 lbs., long shank, plain	18
Fancy bacon, 6@8 lbs., parchment paper	29
Standard bacon, 6@8 lbs., plain	28
No. 1 beef ham sets, smoked—	27
Inside, 8@12 lbs.	28
Outsides, 5@9 lbs.	26
Knuckles, 5@9 lbs.	27
Cooked hams, choice, skinless, fatted	37 1/2
Cooked hams, choice, skin on, fatted	38 1/2
Cooked picnics, skin on, fatted	27 1/2
Cooked picnics, skinned, fatted	27 1/2
Cooked loin roll, smoked	44

LARD

Prime steam, cash, Bd. Trade...	@\$10.97 1/2
Prime steam, loose, Bd. Trade...	@\$10.45
Refined lard, tierces, f.o.b. Chgo.	12
Kettle rend., tierces, f.o.b. Chgo.	12
Leaf, kettle rendered, tierces, f.o.b. Chicago	12
Neutral, in tierces, f.o.b. Chicago	12
Compound, veg., tierces, c.a.f.	11

OLEO OIL AND STEARINE

Extra oleo oil	11 1/2
Prime No. 2 oleo oil	10 1/2 @ 10
Prime oleo stearine, edible	8 1/2 @ 8

TALLOWS AND GREASES

Edible tallow	7 1/2 @ 7 1/2
Prime packers' tallow	6 1/2 @ 7
No. 1 tallow, 10% f.t.a.	6 1/2
Special tallow	6
Choice white grease	7
A-White grease, maximum 4% acid	6
B-White grease, maximum 5% acid	6
Yellow grease, 10% f.t.a.	5 1/2
Brown grease, 40% f.t.a.	5

ANIMAL OILS

Prime edible	15

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CURING MATERIALS

	Cwt.	Sacks.
Nitrite of soda (Chgo. warehouse stock):		
1 to 4 bbls. delivered in Chicago.....	\$9.40	
5 or more bbls. delivered in Chicago.....	9.25	
Saltpeter, 1 to 4 bbls. f.o.b. N. Y.:		
Dbl. refined granulated.....	6.25	6.15
Small crystals.....	7.25	7.15
Medium crystals.....	7.62 1/2	7.50
Large crystals.....	8.00	7.75
Dbl. refd. gran. nitrate of soda... 3.62 1/2	3.25	
Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:		
Granulated.....	\$6.996	
Medium, air dried.....	9.496	
Medium, kiln dried.....	10.996	
Rock.....	6.782	

Sugar—	
Raw, 96 basis, f.o.b. New Orleans.....	Q3.35
Second sugar, 90 basis.....	none
Standard gran., f.o.b. refiners (2%).....	@4.45
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	@3.95
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	@3.85

SPICES

(Basis Chicago, original bbls., bags or bales.)		
Whole. Ground.		
Allspice, Prime.....	15 1/2	17
Refined.....	16	17 1/2
Chili Pepper, Fancy.....	23 1/2	
Chili Powder, Fancy.....	22 1/2	
Cloves, Amboyna.....	22	26
Madagascar.....	16 1/2	19 1/2
Zanzibar.....	16 1/2	19 1/2
Ginger, Jamaica.....	17	19 1/2
African.....	12 1/2	14 1/2
Mace, Fancy Banda.....	65	70
East India.....	60	65
E. I. & W. I. Blend.....	60	
Mustard Flour, Fancy.....	15	
No. 1.....	15	
Mustard, Fancy Banda.....	24	
East India.....	21	
E. I. & W. I. Blend.....	19	
Paprika, Extra Fancy.....	23 1/2	
Fancy.....	22 1/2	
Hungarian.....	28	
Peppa, Sweet Red Pepper.....	26 1/2	
Pepper, Cayenne.....	21	
Red Pepper, No. 1.....	16	
Pepper, Black, Aleppy.....	9 1/2	11
Black Lampung.....	7 1/2	9
Black Tellicherry.....	10 1/2	12 1/2
White Java Muntok.....	13	14 1/2
White Sington.....	12 1/2	14
White Packers.....	13 1/2	

SEEDS AND HERBS

	Ground	Whole. Sausage.
Caraway Seed.....	11	13
Celery Seed, French.....	20	24
Comino Seed.....	14 1/2	17
Coriander, Morocco, Bleached.....	8	
Coriander, Morocco, Natural No. 1.....	6 1/2	8 1/2
Mustard, Seed, Cal. Yellow.....	8 1/2	10 1/2
American.....	7 1/2	9 1/2
Marjoram, French.....	25	29
Oregano.....	11	14
Sage, Dalmatian Fancy.....	9	11
Dalmatian No. 1, Fancy.....	8 1/2	10 1/2

SAUSAGE CASINGS

(F. O. B. CHICAGO.)
(Prices quoted to manufacturers of sausage.)

Beef Casings:	
Domestic rounds, 180 pack.....	@22
Domestic rounds, 140 pack.....	32
Export rounds, wide.....	42
Export rounds, medium.....	28
Export rounds, narrow.....	30
No. 1 weasands.....	04
No. 2 weasands.....	02
No. 2 bungs.....	09
No. 2 bungs.....	05
Middle, regular.....	35
Middle, select, wide, 2@2 1/2 in. diam.....	40
Middle, select, extra wide, 2 1/2 in. and over.....	70
Dried bladders:	
12-15 in. wide, flat.....	.80
10-12 in. wide, flat.....	.70
8-10 in. wide, flat.....	.50
6-8 in. wide, flat.....	.25
Hog casings:	
Narrow, per 100 yds.....	2.45
Narrow, special, per 100 yds.....	2.35
Medium, regular.....	2.25
Wide, per 100 yds.....	1.70
Extra wide, per 100 yds.....	1.40
Export bungs.....	.27
Large prime bungs.....	.20
Medium prime bungs.....	13 1/2
Small prime bungs.....	.09 1/2
Middle, per set.....	.20
Stomachs.....	.09

COOPERAGE

Ash pork barrels, black hoops.....	\$1.40	@1.42 1/2
Ash pork barrels, galv. hoops.....	1.47 1/2	@1.50
Oak pork barrels, black hoops.....	1.30	@1.32 1/2
Oak pork barrels, galv. hoops.....	1.37 1/2	@1.40
White oak ham tierces.....	2.27 1/2	@2.30
Red oak lard tierces.....	2.02 1/2	@2.05
White oak lard tierces.....	2.12 1/2	@2.15

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, good, 1,063 lbs., fed.....	\$	@11.25
Steers, medium.....	8.25	@ 9.25
Cows, common and medium.....	5.25	@ 6.25
Cows, cutter and low cutter.....	4.00	@ 5.00

LIVE CALVES

Vealers, choice.....	\$	@14.00
Calves, common and medium.....	5.10	@ 7.50

LIVE LAMBS

Lambs, good.....	\$	@11.00
Lambs, common.....		@ 8.00
Ewes.....		nom.

LIVE HOGS

Hogs, 103-lb. avg., good and choice.....	\$	@10.55
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DRESSED BEEF

CITY DRESSED.

Choice, native, heavy.....	19 1/2	@22
Choice, native, light.....	19	@21
Native, common to fair.....	18	@18

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	18	@20
Native choice yearlings, 440@600 lbs.....	17	@18
Good to choice heifers.....	16 1/2	@17 1/2
Good to choice cows.....	14 1/2	@15 1/2
Common to fair cows.....	12	@13
Fresh bologna bulls.....	12	@13

BEEF CUTS

WESTERN.

CITY.

No. 1 ribs.....	24	@26	26	@29
No. 2 ribs.....	21	@23	22	@25
No. 3 ribs.....	17	@20	18	@21
No. 1 loins.....	30	@82	32	@86
No. 2 loins.....	26	@28	28	@30
No. 1 ribs and loins.....	22	@24	22	@24
No. 2 ribs and loins.....	21	@22	22	@26
No. 1 rounds.....	21	@17	21	@17
No. 2 rounds.....	16	@15	15	@15
No. 3 rounds.....	14	@14	14	@14
No. 1 chuck.....	15	@16	16	@18
No. 2 chuck.....	14	@15	14	@15
No. 3 chuck.....	12	@13	12	@13
Bolognas.....			12 1/2	@13 1/2
Rolls, reg. 6@8 lbs. avg.....			23	@25
Rolls, reg. 4@6 lbs. avg.....			18	@20
Tenderloins, 5@6 lbs. avg.....			50	@60
Shoulder cloths.....			60	@60

DRESSED VEAL

Good.....	18 1/2	@19 1/2
Medium.....	17 1/2	@18 1/2
Common.....	15	@17

DRESSED SHEEP AND LAMBS

Lambs, prime to choice.....	18	@19
Lambs, good.....	17	@18
Lambs, medium.....	16	@17
Sheep, good.....	10	@12
Sheep, medium.....	8	@10

DRESSED HOGS

Hogs, good to choice.....	\$	@16.00	@16.75
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FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs. avg.....	20	@21
Pork tenderloins, fresh.....	35	@36
Pork tenderloins, frozen.....	30	@32
Shoulders, Western, 10@12 lbs. avg.....	17	@18
Butts, boneless, Western.....	20	@21
Butts, regular, Western.....	18	@19
Hams, Western, fresh, 10@12 lbs. avg.....	21	@22
Plastic hams, Western, fresh, 6@8 lbs. avg.....	21	@22

SMOKED MEATS

Regular hams, 8@10 lbs. avg.....	26	@27
Regular hams, 10@12 lbs. avg.....	23 1/4	@25 1/4
Regular hams, 12@14 lbs. avg.....	24 1/2	@25 1/2
Skinned hams, 10@12 lbs. avg.....	26	@27
Skinned hams, 12@14 lbs. avg.....	25	@26
Skinned hams, 16@18 lbs. avg.....	23	@26
Skinned hams, 18@20 lbs. avg.....	25	@28
Plastic hams, 8@10 lbs. avg.....	26	@29
Plastic hams, 6@8 lbs. avg.....	18 1/2	@19 1/2
City pickled bellies, 8@12 lbs. avg.....	21	@22
Bacon, boneless, Western.....	30	@31
Bacon, boneless, city.....	29	@30
Rolettes, 8@10 lbs. avg.....	20 1/2	@21 1/2
Beef tongue, light.....	21	@22
Beef tongue, heavy.....	24	@25

FANCY MEATS

Fresh steer tongues, untrimmed.....	14c	a pound
Fresh steer tongues, 1. c. trimmed.....	28c	a pound
Sweetbreads, beef.....	35c	a pound
Beef kidneys.....	15c	a pound
Mutton kidneys.....	4c	each
Livers, beef.....	29c	a pound
Oxtails.....	16c	a pound
Beef hanging tenders.....	25c	a pound
Lamb fries.....	10c	a pair

BUTCHERS' FAT

Shop fat.....	62.25	@ cwt.
Breast fat.....	62.75	@ cwt.
Edible suet.....	64.50	@ cwt.
Inedible suet.....	63.25	@ cwt.

GREEN CALFSKINS

5-9 1/2-12 1/2 12 1/2-14 1/2-18 up

Prime No. 1 veals.....	2.05	2.2
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CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Packinghouse Manager

Wanted, young man with initiative, not afraid of work, to manage small southern packinghouse. W-255, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Salesman

Can you add a side line? Sattig's celebrated sugar cured corned beef mixture is a sure seller. Write for particulars to ADAM SATTIG, 90 Spring-side Ave., New Haven, Conn.

Packinghouse Salesman

Eastern meat packer desiring to do substantial business in New York territory wants a man to sell full line of high-grade packinghouse products. Must have ability to sell himself, and to expand his efforts by re-enforcing it with additional salesmen. First consideration will be given to man familiar with or selling packinghouse products in this territory and with personal entree to substantial trade. Give full description of your personal and business background. W-245, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Position Wanted

Sales Executive

Young man with excellent sales and administrative experience desires position. Exceptionally qualified as executive in sales, office, and other responsible positions. Very adaptable. No preference as to location. Excellent references. W-250, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Sausagemaker, thoroughly experienced with all kinds of sausage wishes to make connection with company that has future to offer. Know costs and able to handle men. Can make quality products from any materials. Best of references. W-251, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Working Sausage Foreman

Working sausage foreman wishes steady position. Has had 18 years' experience with one of the larger packers, and 13 years with independent packer. Married, age 48, able to handle men and get results. Can go anywhere. References. W-254, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Margarine Dept. Supt.

Man with many years' experience and first-class references and recommendations wishes position as production manager or superintendent. W-224, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Position Wanted

Rendering Plant Superintendent

Position wanted as manager or superintendent by man with many years' practical experience in glue, gelatine, extraction and rendering plants, as well as in manufacturing and selling of animal protein feed. Small or large plant. W-246, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Packinghouse Superintendent

Position wanted by plant superintendent with years of wide, thorough, general practical plant experience. All departments: beef or pork, killing, cutting, processing, manufacturing, etc. Also mechanical department supervision. Handle labor efficiently. Produce results with minimum operating costs. Know costs and yields. References. W-248, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Miscellaneous

Established Sausage Business

For sale, new building, modern equipment, delivery trucks, etc. Manufacturers of high-grade sausage. Within forty-mile radius of two million population. Going business and real opportunity for the right party. Several hundred good clean accounts and plenty of business. FS-253, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Meat Packing Plant

For sale, small meat packing plant in southern Indiana in full operation. Fully equipped for general meat packing. Electric refrigeration and sausage kitchen. City water and electricity. If interested, write for blue print, list of equipment, etc. FS-252, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Small Packing Plant

For sale, small packing plant, including 3 1/2 acres of ground in center of live stock district of Indiana. Capacity 50 cattle and 100 hogs a week. All new equipment. FS-244, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

For Sale or Lease

W. C. Routh Packing Plant, with option to purchase; rental may apply on purchase price. Full equipment, brands, 15 acres land, large covered stock pens, railroad sidings. Plentiful supply live stock. Capacity 3,000 hogs, 500 cattle weekly. Ideal labor conditions; experienced personnel, including manager available. Address R. HUGGINS, care plant, Logansport, Indiana.

Business Opportunities

Practical packinghouse man with selling experience can buy interest in a national business, selling to sausage, boiling ham and sliced bacon departments, new patented devices, very practical and in demand. W-236, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Beef Splitting Saw

Wanted, one power beef splitting saw. In reply, state make of machine, age, condition and cash price. Mail answers to Box 898, Lima, Ohio.

Equipment For Sale

Miscellaneous Equipment

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For further details and for complete revised list of other packinghouse equipment for sale, write

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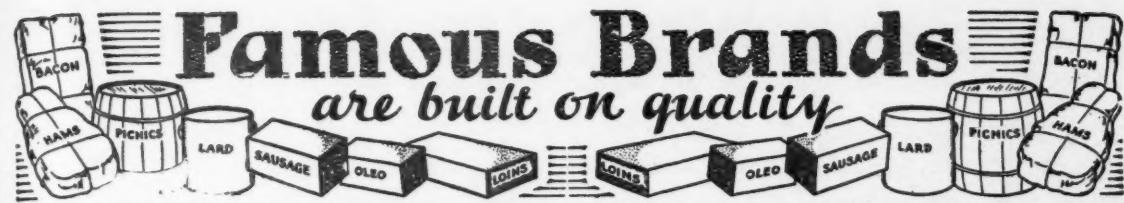
1-Hottmann Cutter and Mixer, 1,000 lb. capacity; 1-Mitts & Merrill No. 1-CV Hog, direct-motor driven; 1-No. 156 belt-driven Enterprise Meat Chopper or Grinder; 1-Wannenwetsch 5 x 7 ft. Rendering Tank; 1-Albright-Nell 4 x 8 ft. Lard Roll, arranged for motor drive; 2-Mechanical Mfg. Co. 4 x 9 ft. Lard Rolls; 5-Cooking Kettles. Miscellaneous: Dryers, Hammer Mills, Ice Machines, Boilers, Pumps, Filter Presses, etc.

What idle machinery have you for sale? Send us a list.

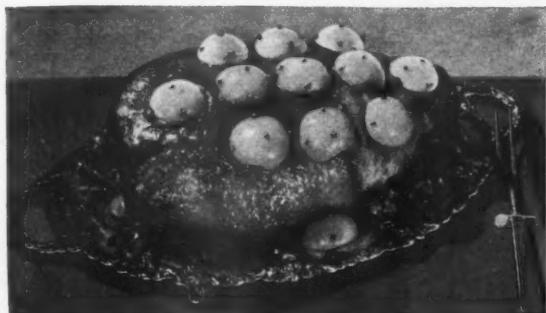
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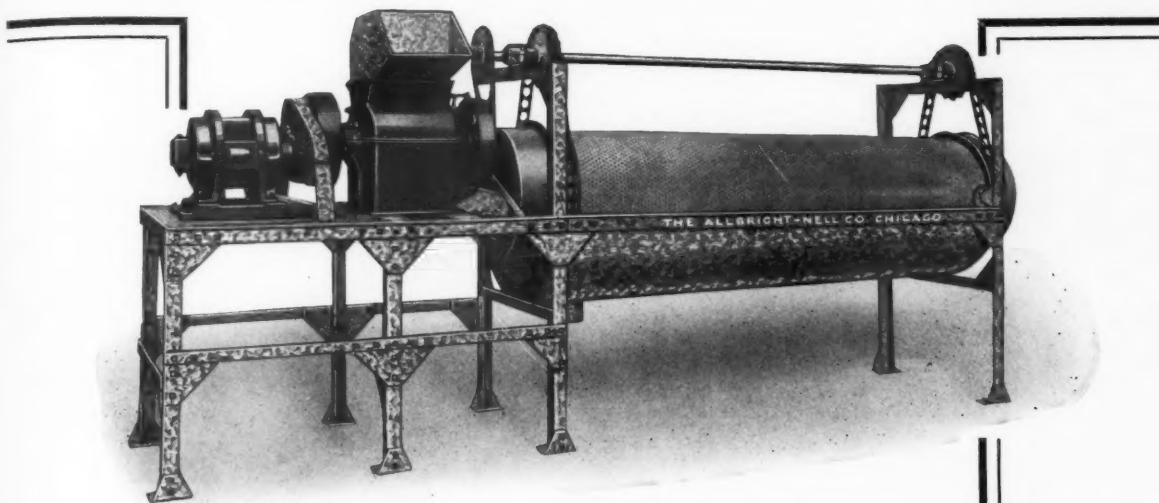
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